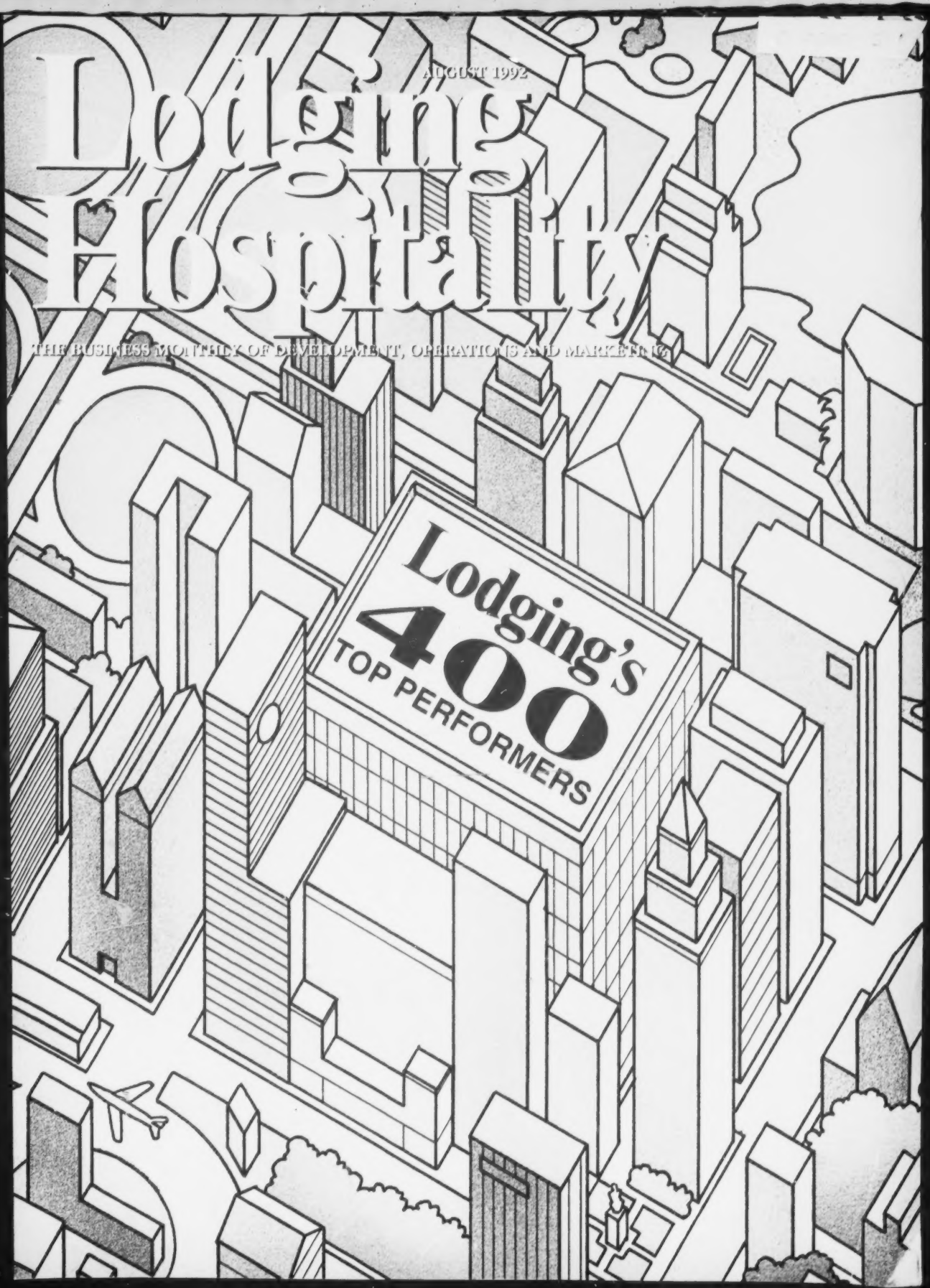
AUGUST 1992

# Lodging Hospitality

THE BUSINESS MONTHLY OF DEVELOPMENT, OPERATIONS AND MARKETING



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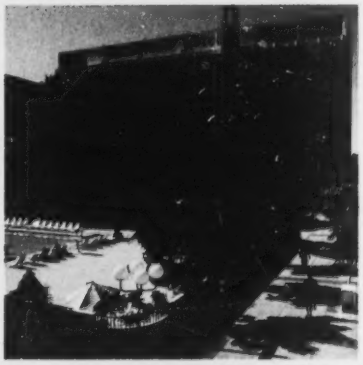
Number Eight, August 1992

# Lodging Hospitality



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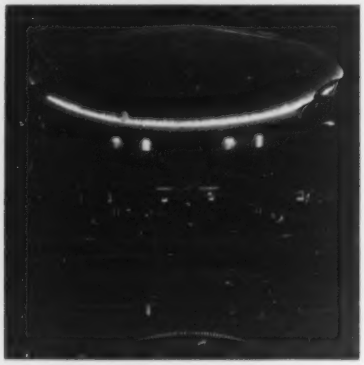

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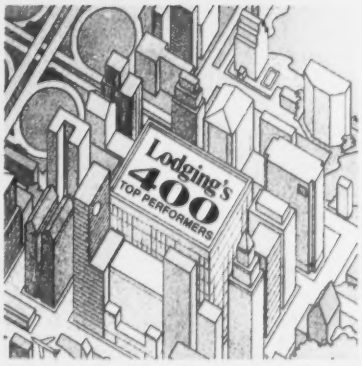


25 TOP PERFORMERS

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## COVER STORY

25 **LODGING'S 400 TOP PERFORMERS**
Our annual survey of the industry ranks the top performers in five categories. We also rank lodging chains and management companies by their U.S. property numbers. Listings include:
- Center City, p. 27
- Resort, p. 33
- Suburban, p. 41
- Highway, p. 49
- Airport, p. 53
- The Chain Report, p. 59
- Management Companies, p. 69.

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**COVER Design by Marie Smith. Illustration by John Baukemann.**

CENTER CITY ★ RESORT ★ SUBURBAN ★ HIGHWAY ★ AIRPORT

# Lodging's 400 TOP PERFORMERS

Every August, Lodging Hospitality Magazine honors excellence in the lodging industry with its Lodging's 400 Top Performers report. The study identifies the 400 top-performing individual hotels, motels and resorts and lists the largest brand-name chains and management companies.

Even though the lodging industry remains in the doldrums, some markets and many individual properties are achieving outstanding levels of sales and occupancy. Operators can use the list to compare their properties to the best of the industry and the best in their market segments.

*Center City Top Performers* start on page 27, followed by the *Resort* (page 33), *Suburban* (page 41), *Highway* (page 49) and *Airport* (page 53) lists.

The *Chain Report* (page 59) and the list of *Top Management Companies* (page 69) reflect the consolidation that continues throughout the industry. Many chains grew in the past year through conversion of independents and properties from other brands.

To comment on the 400 Top Performers issue, write to Ed Watkins, Editor, Lodging Hospitality, 1100 Superior Ave., Cleveland, OH 44114.

TOP MANAGEMENT COMPANIES ★ THE CHAIN REPORT

# CENTER CITY

★★★

| RANK | SALES PER ROOM ($) | PROPERTY/LOCATION | ROOMS AND SUITES | TOTAL SALES ($000) | AVG. OCCUPANCY |
|---|---|---|---|---|---|
| 1 | 128,409 | **LOWELL HOTEL**<br>New York, NY | 61 | 7,833 | 75% |
| 2 | 123,469 | **THE RITTENHOUSE HOTEL**<br>Philadelphia, PA | 98 | 12,100 | 68 |
| 3 | 87,837 | **THE ESSEX HOUSE- HOTEL NIKKO**<br>New York, NY | 592 | 52,000 | 67 |
| 4 | 84,615 | **HAY-ADAMS HOTEL**<br>Washington, DC | 143 | 12,100 | 70 |
| 5 | 84,112 | **RITZ-CARLTON**<br>New York, NY | 214 | 18,000 | 70 |
| 6 | 80,022 | **BEVERLY HILTON HOTEL**<br>Beverly Hills, CA | 581 | 46,493 | 75 |
| 7 | 79,696 | **RITZ-CARLTON**<br>Chicago, IL | 431 | 34,349 | 70 |
| 8 | 76,923 | **ST. JAMES'S CLUB & HOTEL**<br>Los Angeles, CA | 65 | 5,000 | 60 |
| 9 | 73,529 | **HOTEL ATOP THE BELLEVUE**<br>Philadelphia, PA | 170 | 12,500 | 60 |
| 10 | 72,727 | **ALGONQUIN HOTEL**<br>New York, NY | 165 | 12,000 | 75 |
| 11 | 72,413 | **RITZ-CARLTON**<br>Philadelphia, PA | 290 | 21,000 | 75 |
| 12 | 67,567 | **THE CHARLES HOTEL**<br>Cambridge, MA | 296 | 20,000 | 76 |
| 13 | 64,800 | **ST. JAMES HOTEL**<br>Red Wing, MN | 60 | 3,888 | 64 |
| 14 | 62,385 | **ELDORADO HOTEL**<br>Sante Fe, NM | 218 | 13,600 | 82 |
| 15 | 62,318 | **THE SAINT LOUIS**<br>New Orleans, LA | 69 | 4,300 | 81 |
| 16 | 62,228 | **HOTEL INTER-CONTINENTAL**<br>New York, NY | 691 | 43,000 | 78 |
| 17 | 56,607 | **UNITED NATIONS PLAZA HOTEL**<br>New York, NY | 428 | 24,228 | 68 |
| 18 | 55,294 | **COPLEY PLAZA HOTEL**<br>Boston, MA | 373 | 20,860 | 66 |
| 19 | 53,491 | **MAYFAIR HOUSE HOTEL**<br>Miami, FL | 181 | 9,682 | 68 |
| 20 | 53,429 | **MORGANS HOTEL**<br>New York, NY | 114 | 6,091 | 75 |
| 21 | 53,156 | **HOTEL BOULDERADO**<br>Boulder, CO | 160 | 8,505 | 87 |
| 22 | 51,194 | **SHERATON HOTEL STATION SQUARE**<br>Pittsburgh, PA | 293 | 15,000 | 80 |
| 23 | 50,847 | **BOONE TAVERN HOTEL**<br>Berea, KY | 59 | 3,000 | 65 |
| 24 | 50,462 | **CAPITAL HILTON**<br>Washington, DC | 541 | 27,300 | 63 |

## LOWELL HOTEL

**New York, NY**

★

### MARTIN HALE

*General Manager*

Rank: 1
Rooms: 61
Total Sales: $7.8 Million
Room Sales: $6.3 Million
F&B Sales: $.7 Million

Celebrities and CEOs visiting New York City like to call the Lowell Hotel home. The 61-room property on the city's upper east side caters to guests seeking discreet, personalized service. Californians in particular favor the Lowell, which many have discovered through word-of-mouth advertising. "It's a relatively easy sale," says Martin Hale, general manager, "because it's just what Californians are looking for: small, luxurious, in the right location."

Hale says his hotel has seen a downturn in business, although he doesn't believe it's been hit as hard as the average property. The hotel's sales and marketing activities have been "doubled" to counter the recession, he says. In addition, the hotel conducts an ongoing renovation of its guestrooms.

# 400
## LODGING'S TOP PERFORMERS

## PETITE AUBERGE
**San Francisco, CA**

### KIM POST WATSON
*Vice President*

Rank: 27
Rooms: 26
Total Sales: $1.2 Million
Room Sales: $.9 Million
F&B Sales: $.07 Million

Despite an earthquake, a war and a recession, business has been good at Petite Auberge, says Vice President Kim Post Watson. And she thinks the 26-room property in San Francisco is well-positioned for the future because it fits into the rising category of boutique hotels.

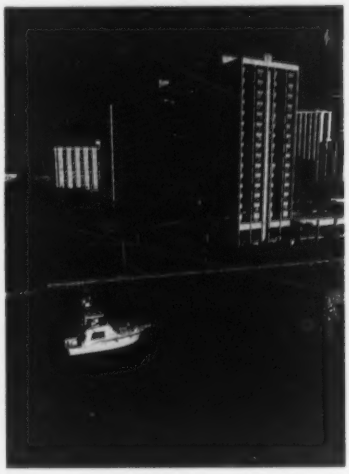
Watson thinks guests, 85 percent of them leisure travelers, favor the inn because of the personal attention and value they receive. Breakfast, snacks and wine are included in the room tab. The inn's size and high level of service demand a very high occupancy to break even; its average is 86 percent.

Nearly half of Petite Auberge's guests are repeat guests or referrals. The inn is also part of a network of 10 Northern California inns operated by the Post family.

| RANK | SALES PER ROOM ($) | PROPERTY/LOCATION | ROOMS AND SUITES | TOTAL SALES ($000) | AVG. OCCUPANCY |
|---|---|---|---|---|---|
| 25 | 50,000 | **THE JEFFERSON HOTEL**<br>Washington, DC | 100 | 5,000 | 50 |
| 26 | 46,745 | **WASHINGTON HILTON & TOWERS**<br>Washington, DC | 1,123 | 52,495 | 67 |
| 27 | 46,346 | **PETITE AUBERGE**<br>San Francisco, CA | 26 | 1,205 | 86 |
| 28 | 46,213 | **INN AT LORETTO**<br>Santa Fe, NM | 136 | 6,285 | 79 |
| 29 | 46,022 | **SHERATON COMMANDER HOTEL**<br>Cambridge, MA | 176 | 8,100 | 76 |
| 30 | 45,945 | **LOEWS L'ENFANT PLAZA HOTEL**<br>Washington, DC | 370 | 17,000 | 74 |
| 31 | 45,758 | **WESTIN HOTEL**<br>Cincinnati, OH | 448 | 20,500 | 70 |
| 32 | 45,161 | **OMNI BILTMORE HOTEL**<br>Providence, RI | 217 | 9,800 | 61 |
| 33 | 45,005 | **GALLERIA PARK HOTEL**<br>San Francisco, CA | 177 | 7,966 | 81 |
| 34 | 43,804 | **RAMADA RENAISSANCE-TECHWORLD**<br>Washington, DC | 799 | 35,000 | 65 |
| 35 | 43,746 | **STATLER HOTEL & J.W. MARRIOTT EXECUTIVE CENTER**<br>Ithaca, NY | 150 | 6,562 | 64 |
| 36 | 43,192 | **THE SAINT PAUL HOTEL**<br>St. Paul, MN | 254 | 10,971 | 64 |
| 37 | 43,157 | **PORTLAND REGENCY HOTEL**<br>Portland, ME | 95 | 4,100 | 73 |
| 38 | 42,881 | **MINNEAPOLIS MARRIOTT CITY CENTER**<br>Minneapolis, MN | 583 | 25,000 | 75 |
| 39 | 41,891 | **THE LENOX HOTEL**<br>Boston, MA | 222 | 9,300 | 73 |
| 40 | 41,322 | **LOEWS NEW YORK HOTEL**<br>New York, NY | 726 | 30,000 | 80 |
| 41 | 41,303 | **FAIRMONT HOTEL**<br>Dallas, TX | 550 | 22,717 | 69 |
| 42 | 41,243 | **MARRIOTT MARQUIS HOTEL**<br>Atlanta, GA | 1,673 | 69,000 | 69 |
| 43 | 41,176 | **WYNDHAM MILWAUKEE CENTER**<br>Milwaukee, WI | 221 | 9,100 | 73 |
| 44 | 40,687 | **PROVIDENCE MARRIOTT HOTEL**<br>Providence, RI | 345 | 14,037 | 71 |
| 45 | 40,038 | **BACK BAY HILTON**<br>Boston, MA | 335 | 13,413 | 72 |
| 46 | 40,019 | **THE EUREKA INN**<br>Eureka, CA | 105 | 4,202 | 58 |
| 47 | 40,000 | **BOULEVARD ALL SUITE HOTEL**<br>St. Joseph, MI | 90 | 3,600 | 72 |
| 48 | 39,959 | **THE CAPITAL HOTEL**<br>Little Rock, AR | 123 | 4,915 | 73 |
| 49 | 39,840 | **RED LION HOTEL**<br>Salt Lake City, UT | 502 | 20,000 | 76 |
| 50 | 39,384 | **THE MANCHESTER INN**<br>Middletown, OH | 78 | 3,072 | 57 |
| 51 | 39,153 | **LE MERIDIEN CHICAGO**<br>Chicago, IL | 247 | 9,671 | 52 |
| 52 | 39,072 | **ONE WASHINGTON CIRCLE HOTEL**<br>Washington, DC | 151 | 5,900 | 75 |
| 53 | 38,680 | **LOS ANGELES ATHLETIC CLUB**<br>Los Angeles, CA | 72 | 2,785 | 45 |
| 54 | 38,636 | **THE NEW OTANI HOTEL & GARDEN**<br>Los Angeles, CA | 440 | 17,000 | 56 |
| 55 | 38,493 | **WYNDHAM BRISTOL HOTEL**<br>Washington, DC | 239 | 9,200 | 70 |
| 56 | 38,095 | **SHERATON AT FISHERMAN'S WHARF**<br>San Francisco, CA | 525 | 20,000 | 83 |
| 57 | 38,061 | **EMBASSY ROW HOTEL**<br>Washington, DC | 196 | 7,460 | 68 |
| 58 | 38,041 | **FITGER'S INN**<br>Duluth, MN | 48 | 1,826 | 67 |
| 59 | 37,847 | **ROYAL SONESTA HOTEL-BOSTON**<br>Cambridge, MA | 400 | 15,139 | 69 |
| 60 | 37,837 | **THE INN AT UNIVERSITY VILLAGE**<br>Chicago, IL | 111 | 4,200 | 72 |
| 61 | 37,748 | **GOVERNOR'S HOLIDAY INN**<br>Washington, DC | 151 | 5,700 | 76 |
| 62 | 37,350 | **THE PONTCHARTRAIN HOTEL**<br>New Orleans, LA | 100 | 3,735 | 50 |

# 400

LODGING'S TOP PERFORMERS



## BRICKELL POINT SHERATON

**Miami, FL**

### JAY LITT

*General Manager*

Rank: 99

Rooms: 598

Total Sales: $17.5 Million

Room Sales: $12.0 Million

F&B Sales: $4.0 Million

Stand in the lobby of the Brickell Point Sheraton, and you're liable to hear a handful of languages being spoken. That's because 40 percent of the corporate business at this Miami hotel is international travelers. Miami's location as a gateway to Latin America and the Caribbean has helped boost the Sheraton's business. Shoppers from both regions are attracted by the hotel's shopping packages.

Located at the center of the city's banking and legal district, the Sheraton also attracts a healthy following from those areas, says General Manager Jay Litt. To capitalize on its international flavor, the hotel this year developed an international trade executive club, which has grown to 300 local members.

| RANK | SALES PER ROOM ($) | PROPERTY/LOCATION | ROOMS AND SUITES | TOTAL SALES ($000) | AVG. OCCUPANCY |
|---|---|---|---|---|---|
| 63 | 36,019 | **BEST WESTERN BOSTON-INN AT CHILDREN'S**<br>Boston, MA | 152 | 5,475 | 80 |
| 64 | 35,971 | **EXECUTIVE PLAZA HOTEL**<br>Chicago, IL | 417 | 15,000 | 64 |
| 65 | 35,714 | **SHERATON GREENSBORO**<br>Greensboro, NC | 280 | 10,000 | 65 |
| 66 | 35,714 | **BEST WESTERN UNIVERSITY INN**<br>Scranton, PA | 98 | 3,500 | 65 |
| 67 | 35,612 | **EXECUTIVE PARK LEARNING CENTER**<br>Atlanta, GA | 351 | 12,500 | 70 |
| 68 | 34,810 | **RADISSON HOTEL-UTICA CENTRE**<br>Utica, NY | 158 | 5,500 | 79 |
| 69 | 34,722 | **HOTEL PERE MARQUETTE**<br>Peoria, IL | 288 | 10,000 | 65 |
| 70 | 34,415 | **WYNDHAM WARWICK HOTEL**<br>Houston, TX | 308 | 10,600 | 60 |
| 71 | 34,126 | **THE RIVER INN**<br>Washington, DC | 126 | 4,300 | 76 |
| 72 | 34,000 | **INN AT THE COLONNADE**<br>Baltimore, MD | 125 | 4,250 | 70 |
| 73 | 33,848 | **THE HORTON GRAND**<br>San Diego, CA | 132 | 4,468 | 63 |
| 74 | 33,673 | **LARRY BIRD'S BOSTON CONNECTION**<br>Terre Haute, IN | 98 | 3,300 | 65 |
| 75 | 33,333 | **DOUBLETREE HOTEL AT HORTON PLAZA**<br>San Diego, CA | 450 | 15,000 | 67 |
| 76 | 33,034 | **LE RICHELIEU HOTEL**<br>New Orleans, LA | 86 | 2,841 | 88 |
| 77 | 32,967 | **HOTEL MAJESTIC**<br>St. Louis, MO | 91 | 3,000 | 62 |
| 78 | 32,718 | **LOEWS ANNAPOLIS HOTEL**<br>Annapolis, MD | 217 | 7,100 | 62 |
| 79 | 32,702 | **OMNI PARK CENTRAL HOTEL**<br>New York, NY | 1,269 | 41,500 | 80 |
| 80 | 32,558 | **PHILADELPHIA HILTON & TOWERS**<br>Philadelphia, PA | 430 | 14,000 | 69 |
| 81 | 32,401 | **RAPHAEL HOTEL OF CHICAGO**<br>Chicago, IL | 172 | 5,573 | 67 |
| 82 | 32,044 | **PARC FIFTY FIVE HOTEL**<br>San Francisco, CA | 1,003 | 32,141 | 69 |
| 83 | 32,000 | **SAINT ANN MARIE ANTOINETTE**<br>New Orleans, LA | 60 | 1,920 | 87 |
| 84 | 31,818 | **HOTEL ELYSEE**<br>New York, NY | 110 | 3,500 | 80 |
| 85 | 31,656 | **LOEWS VANDERBILT PLAZA HOTEL**<br>Nashville, TN | 338 | 10,700 | 70 |
| 86 | 31,361 | **GOVERNORS HOUSE HOLIDAY INN**<br>Providence, RI | 152 | 4,765 | 82 |
| 87 | 31,250 | **SHERATON HARTFORD HOTEL**<br>Hartford, CT | 384 | 12,000 | 50 |
| 88 | 30,837 | **PENN TOWER HOTEL**<br>Philadelphia, PA | 227 | 7,000 | 60 |
| 89 | 30,500 | **COPLEY SQUARE HOTEL**<br>Boston, MA | 150 | 4,575 | 80 |
| 90 | 30,120 | **SANTA MARIA INN**<br>Santa Maria, CA | 166 | 5,000 | 42 |
| 91 | 30,075 | **NEWPORT HARBOR HOTEL & MARINA**<br>Newport, RI | 133 | 4,000 | 65 |
| 92 | 30,000 | **FINDLAY INN & CONFERENCE CENTER**<br>Findlay, OH | 80 | 2,400 | 74 |
| 93 | 29,741 | **DOUBLETREE HOTEL AT WARREN PLACE**<br>Tulsa, OK | 371 | 11,034 | 72 |
| 94 | 29,647 | **THE INN OF EXETER**<br>Exeter, NH | 51 | 1,512 | 56 |
| 95 | 29,591 | **ST. JAMES HOTEL**<br>Washington, DC | 196 | 5,800 | 86 |
| 96 | 29,577 | **HARRISBURG HILTON & TOWERS**<br>Harrisburg, PA | 341 | 10,086 | 51 |
| 97 | 29,473 | **THE INN AT FOGGY BOTTOM**<br>Washington, DC | 95 | 2,800 | 73 |
| 98 | 29,389 | **OMNI NETHERLAND PLAZA**<br>Cincinnati, OH | 621 | 18,251 | 53 |
| 99 | 29,264 | **BRICKELL POINT SHERATON**<br>Miami, FL | 598 | 17,500 | 82 |
| 100 | 29,222 | **INN ON MARITIME BAY**<br>Manitowoc, WI | 108 | 3,156 | 65 |

# RESORT

★★★

| RANK | SALES PER ROOM ($) | PROPERTY/LOCATION | ROOMS AND SUITES | TOTAL SALES ($000) | AVG. OCCUPANCY |
|---|---|---|---|---|---|
| 1 | 158,970 | **SAM'S TOWN HOTEL & GAMBLING HALL**<br>Las Vegas, NV | 203 | 32,271 | 92% |
| 2 | 149,707 | **CANEEL BAY RESORT**<br>St. John, USVI | 171 | 25,600 | 74 |
| 3 | 148,823 | **THE BOULDERS RESORT & CLUB**<br>Carefree, AZ | 136 | 20,240 | 69 |
| 4 | 128,933 | **VENTANA INN**<br>Big Sur, CA | 60 | 7,736 | 87 |
| 5 | 125,000 | **WOODSIDE RANCH RESORT**<br>Mauston, WI | 56 | 7,000 | 82 |
| 6 | 124,368 | **TRUMP PLAZA HOTEL & CASINO**<br>Atlantic City, NJ | 556 | 69,149 | 90 |
| 7 | 121,621 | **CASA MADRONA HOTEL**<br>Sausalito, CA | 37 | 4,500 | 85 |
| 8 | 118,811 | **PONTE VEDRA INN & CLUB**<br>Ponte Vedra Beach, FL | 202 | 24,000 | 77 |
| 9 | 116,978 | **THE RESORT AT LONGBOAT KEY CLUB**<br>Longboat Key, FL | 229 | 26,788 | 75 |
| 10 | 110,058 | **TURNBERRY ISLE RESORT & CLUB**<br>Aventura, FL | 340 | 37,420 | 63 |
| 11 | 97,777 | **NORTHSTAR AT TAHOE**<br>Truckee, CA | 225 | 22,000 | 47 |
| 12 | 95,882 | **SONOMA MISSION INN & SPA**<br>Sonoma, CA | 170 | 16,300 | 78 |
| 13 | 90,909 | **LAWRENCE WELK RESORT**<br>Escondido, CA | 132 | 12,000 | 76 |
| 14 | 89,725 | **HOTEL DEL CORONADO**<br>Coronado, CA | 691 | 62,000 | 75 |
| 15 | 89,134 | **SOUTH SEAS PLANTATION**<br>Captiva Island, FL | 475 | 42,339 | 73 |
| 16 | 88,468 | **SHOWBOAT CASINO HOTEL**<br>Atlantic City, NJ | 516 | 45,650 | 80 |
| 17 | 86,693 | **HARRAH'S CASINO HOTEL**<br>Atlantic City, NJ | 760 | 65,887 | 83 |
| 18 | 81,051 | **THE TAOS INN**<br>Taos, NM | 39 | 3,161 | 88 |
| 19 | 77,715 | **THE COLONY BEACH & TENNIS RESORT**<br>Longboat Key, FL | 232 | 18,030 | 58 |
| 20 | 74,523 | **MADRONA MANOR**<br>Heraldsburg, CA | 21 | 1,565 | 70 |
| 21 | 73,979 | **L'AUBERGE DE SEDONA**<br>Sedona, AZ | 96 | 7,102 | 71 |
| 22 | 73,875 | **THE AMERICAN CLUB**<br>Kohler, WI | 160 | 11,820 | 71 |
| 23 | 72,931 | **WOODSTOCK INN & RESORT**<br>Woodstock, VT | 146 | 10,648 | 59 |
| 24 | 71,917 | **SONESTA BEACH HOTEL & TENNIS CLUB**<br>Key Biscayne, FL | 292 | 21,000 | 73 |

## CANEEL BAY RESORT

**St. John, USVI**

★

### MARTIN P. NICHOLSON

*VP & General Manager*

Rank: 2
Rooms: 171
Total Sales: $25.6 Million
Room Sales: $14.0 Million
F&B Sales: $6.2 Million

Travelers who choose Caneel Bay Resort on St. John in the U.S. Virgin Islands are looking for a break from the rat race. No televisions, air conditioners or traffic jams here, just seven white-sand beaches, the beauty of a national park setting and peaceful relaxation. The resort, one of the Rock-resort properties designed by Laurence Rockefeller, is a decompression chamber of sorts, says Martin P. Nicholson, vice president and general manager.

Advertising for Caneel Bay, placed in upscale travel magazines, features simple photos of the setting. "We try to get across the idea that it's naturally beautiful as opposed to 'manufactured' beautiful," Nicholson says. The resort draws heavily from the northeast U.S.

# 400

LODGING'S TOP PERFORMERS

## THE LODGE AT CLOUDCROFT

**Cloudcroft, NM**

★

### CATHERINE CULLERS

*Innkeeper*

Rank: 44

Rooms: 47

Total Sales: $2.9 Million

Room Sales: $.9 Million

F&B Sales: $1.4 Million

Business has been superb to date, and it looks like it's going to remain that way, at least for the rest of this year," says Catherine Cullers, innkeeper of The Lodge at Cloudcroft, a small retreat perched 9,500 feet above sea level about 100 miles northwest of El Paso, TX.

The Lodge boasts a golf course for warm-weather recreation and in the winter offers cross-country and downhill skiing, as well as snowmobiling. "We are the southernmost downhill ski area in the country," says Cullers.

"Occupancy has increased steadily over the past five years. We try to provide a homey atmosphere for guests; our staff is trained to treat people like they're coming into their own home."

| RANK | SALES PER ROOM ($) | PROPERTY/LOCATION | ROOMS AND SUITES | TOTAL SALES ($000) | AVG. OCCUPANCY |
|---|---|---|---|---|---|
| 25 | 69,559 | **TRAPP FAMILY LODGE**<br>Stowe, VT | 93 | 6,469 | 61 |
| 26 | 69,230 | **DORAL RESORT & COUNTRY CLUB**<br>Miami, FL | 650 | 45,000 | 65 |
| 27 | 69,081 | **RADISSON AMBASSADOR PLAZA HOTEL & CASINO**<br>Santurce, PR | 233 | 16,096 | 72 |
| 28 | 68,229 | **OPRYLAND HOTEL**<br>Nashville, TN | 1,891 | 129,022 | 86 |
| 29 | 67,796 | **HAWK'S CAY RESORT & MARINA**<br>Duck Key, FL | 177 | 12,000 | 62 |
| 30 | 67,792 | **CLARIDGE CASINO HOTEL**<br>Atlantic City, NJ | 501 | 33,964 | 85 |
| 31 | 66,130 | **LAKEWAY INN, A CONFERENCE RESORT**<br>Austin, TX | 138 | 9,126 | 60 |
| 32 | 65,625 | **GRAND TARGHEE SKI & SUMMER RESORT**<br>Alta, WY | 96 | 6,300 | 68 |
| 33 | 64,184 | **SCANTICON-DENVER**<br>Englewood, CO | 282 | 18,100 | 65 |
| 34 | 64,000 | **OMNI SAGAMORE RESORT**<br>Bolton Landing, NY | 350 | 22,400 | 54 |
| 35 | 63,819 | **MARTHA WASHINGTON INN**<br>Abingdon, VA | 61 | 3,893 | 74 |
| 36 | 63,803 | **TURF VALLEY HOTEL & COUNTRY CLUB**<br>Ellicott City, MD | 173 | 11,038 | 49 |
| 37 | 63,165 | **HOTEL HERSHEY**<br>Hershey, PA | 241 | 15,223 | 68 |
| 38 | 62,787 | **WAYNESVILLE COUNTRY CLUB INN**<br>Waynesville, NC | 94 | 5,902 | 60 |
| 39 | 62,500 | **SONNENALP RESORT**<br>Vail, CO | 176 | 11,000 | 52 |
| 40 | 62,142 | **GOLD CANYON RESORT**<br>Apache Junction, AZ | 56 | 3,480 | 58 |
| 41 | 62,071 | **PGA NATIONAL RESORT & SPA**<br>Palm Beach Gardens, FL | 420 | 26,070 | 75 |
| 42 | 61,640 | **BARBARY COAST HOTEL & CASINO**<br>Las Vegas, NV | 200 | 12,328 | 90 |
| 43 | 61,538 | **LAGOON RESORT MOTEL**<br>Clearwater Beach, FL | 65 | 4,000 | 82 |
| 44 | 60,978 | **THE LODGE AT CLOUDCROFT**<br>Cloudcroft, NM | 47 | 2,866 | 64 |
| 45 | 60,733 | **SAMOSET RESORT**<br>Rockport, ME | 150 | 9,110 | 68 |
| 46 | 60,385 | **CLIFFS AT SHELL BEACH**<br>Shell Beach, CA | 166 | 10,024 | 81 |
| 47 | 60,086 | **THE PINES RESORTS**<br>Bass Lake, CA | 104 | 6,249 | 64 |
| 48 | 60,000 | **FORREST HILLS MOUNTAIN HIDEAWAY**<br>Dahlonega, GA | 20 | 1,200 | 65 |
| 49 | 59,218 | **VILLA ROMA COUNTRY CLUB RESORT**<br>Callicoon, NY | 216 | 12,790 | 83 |
| 50 | 58,765 | **MALIBU BEACH INN**<br>Malibu, CA | 47 | 2,762 | 86 |
| 51 | 58,679 | **MARRIOTT'S GRIFFIN GATE RESORT**<br>Lexington, KY | 409 | 24,000 | 80 |
| 52 | 57,692 | **MARRIOTT'S MOUNTAIN SHADOWS RESORT**<br>Scottsdale, AZ | 338 | 19,500 | 75 |
| 53 | 57,258 | **THE EDGEWATER BEACH HOTEL**<br>Naples, FL | 124 | 7,100 | 75 |
| 54 | 57,037 | **ARIZONA INN**<br>Tucson, AZ | 80 | 4,563 | 71 |
| 55 | 56,330 | **THE HOMESTEAD HOTEL**<br>Hot Springs, VA | 518 | 29,179 | 33 |
| 56 | 55,861 | **HARBOUR HOUSE**<br>Nantucket, MA | 237 | 13,239 | 46 |
| 57 | 55,652 | **HORIZON HOTEL & CASINO**<br>Stateline, NV | 575 | 32,000 | 65 |
| 58 | 53,968 | **WILLIAMSBURG LODGE**<br>Williamsburg, VA | 315 | 17,000 | 77 |
| 59 | 53,921 | **THE GROVE PARK INN RESORT**<br>Asheville, NC | 510 | 27,500 | 67 |
| 60 | 53,672 | **THE LODGE AT WOODCLIFF**<br>Rochester, NY | 119 | 6,387 | 77 |
| 61 | 51,434 | **PACIFIC ISLANDS CLUB**<br>Tamuning, GU | 500 | 25,717 | 80 |
| 62 | 51,312 | **HALE KOA HOTEL**<br>Honolulu, HI | 419 | 21,500 | 96 |

# 400
## LODGING'S TOP PERFORMERS

## RIO SUITE HOTEL
**Las Vegas, NV**

★

## DONALD P. MARRANDINO
*Hotel Director*

Rank: 84
Rooms: 430
Total Sales: $20.0 Million
Room Sales: $10.0 Million
F&B Sales: $10.0 Million

The Brazilian-themed Rio Suite Hotel boasts an occupancy most would die for: 98 percent. But that isn't enough for Donald P. Marrandino, hotel director of one of the newer Las Vegas landmarks.

"We project a 98-percent occupancy," he says matter-of-factly, "and beyond, we're looking at adding 600 Copacabana suites. They're a little variation on our current suite, more the junior suite type of thing." The Rio serves mainly upscale tour and travel business, "and a lot of independent travelers referred to us by travel agents."

Marrandino says the Rio Suite is "one of the top two or three hotels in the city." Why? "I just think we go the extra yard with service, and we're turning away twice as many rooms as we're booking."

| RANK | SALES PER ROOM ($) | PROPERTY/LOCATION | ROOMS AND SUITES | TOTAL SALES ($000) | AVG. OCCUPANCY |
|---|---|---|---|---|---|
| 63 | 51,271 | **SUNDIAL BEACH & TENNIS RESORT**<br>Sanibel Island, FL | 265 | 13,587 | 70 |
| 64 | 51,105 | **MARINA DEL MAR RESORT**<br>Key Largo, FL | 76 | 3,884 | 70 |
| 65 | 51,075 | **INN AT SEMIAHMOO**<br>Blaine, WA | 198 | 10,113 | 62 |
| 66 | 50,583 | **BUENA VISTA PALACE**<br>Lake Buena Vista, FL | 1,028 | 52,000 | 70 |
| 67 | 50,303 | **PORTOFINO HOTEL & YACHT CLUB**<br>Redondo Beach, CA | 165 | 8,300 | 72 |
| 68 | 50,080 | **BAHIA CABANA BEACH RESORT**<br>Ft. Lauderdale, FL | 100 | 5,008 | 88 |
| 69 | 50,000 | **DORAL OCEAN BEACH RESORT**<br>Miami Beach, FL | 420 | 21,000 | 71 |
| 70 | 49,684 | **IRELAND'S INN RESORT HOTEL**<br>Ft. Lauderdale, FL | 76 | 3,776 | 56 |
| 71 | 49,504 | **WATERS EDGE INN & RESORT**<br>Westbrook, CT | 101 | 5,000 | 65 |
| 72 | 49,200 | **HILTON AT WALT DISNEY WORLD VILLAGE**<br>Lake Buena Vista, FL | 813 | 40,000 | 70 |
| 73 | 49,175 | **THE HOMESTEAD**<br>Midway, UT | 91 | 4,475 | 54 |
| 74 | 48,640 | **SHAWNEE INN RESORT**<br>Shawnee-on-Delaware, PA | 103 | 5,010 | 46 |
| 75 | 48,635 | **INNISBROOK RESORT**<br>Tarpon Springs, FL | 947 | 46,058 | 39 |
| 76 | 48,350 | **JARED COFFIN HOUSE**<br>Nantucket, MA | 60 | 2,901 | 60 |
| 77 | 47,939 | **THE OAKS AT OJAI**<br>Ojai, CA | 82 | 3,931 | 67 |
| 78 | 47,714 | **CRANE'S SURF CITY HOTEL**<br>Surf City, NJ | 28 | 1,336 | 75 |
| 79 | 47,605 | **PRINCESS RESORT**<br>San Diego, CA | 449 | 21,375 | 74 |
| 80 | 46,862 | **LONGBOAT KEY HILTON BEACH RESORT**<br>Longboat Key, FL | 102 | 4,780 | 80 |
| 81 | 46,833 | **LAGO MAR RESORT & CLUB**<br>Ft. Lauderdale, FL | 180 | 8,430 | 77 |
| 82 | 46,783 | **SAPPHIRE BEACH RESORT**<br>St. Thomas, USVI | 171 | 8,000 | 60 |
| 83 | 46,657 | **WILLOW VALLEY FAMILY RESORT**<br>Lancaster, PA | 353 | 16,470 | 79 |
| 84 | 46,511 | **RIO SUITE HOTEL & CASINO**<br>Las Vegas, NV | 430 | 20,000 | 98 |
| 85 | 46,300 | **VINTAGE INN-NAPA VALLEY**<br>Yountville, CA | 80 | 3,704 | 86 |
| 86 | 46,296 | **BEST WESTERN RUBY'S INN**<br>Bryce, UT | 216 | 10,000 | 69 |
| 87 | 46,153 | **STANFORD INN BY THE SEA**<br>Mendocino, CA | 26 | 1,200 | 75 |
| 88 | 45,613 | **SHOWBOAT HOTEL & CASINO**<br>Las Vegas, NV | 517 | 23,582 | 80 |
| 89 | 44,642 | **TARA HYANNIS HOTEL & RESORT**<br>Hyannis, MA | 224 | 10,000 | 69 |
| 90 | 44,186 | **THE WOLFEBORO INN**<br>Wolfeboro, NH | 43 | 1,900 | 60 |
| 91 | 43,343 | **HERSHEY LODGE & CONVENTION CENTER**<br>Hershey, PA | 457 | 19,808 | 70 |
| 92 | 42,780 | **DOUBLETREE HOTEL AT FISHERMAN'S WHARF**<br>Monterey, CA | 374 | 16,000 | 75 |
| 93 | 41,703 | **KEDRON VALLEY INN**<br>South Woodstock, VT | 27 | 1,126 | 45 |
| 94 | 41,622 | **STARVED ROCK LODGE & CONFERENCE CENTER**<br>Utica, IL | 90 | 3,746 | 76 |
| 95 | 41,141 | **RADISSON NORMANDIE**<br>San Juan, PR | 177 | 7,282 | 71 |
| 96 | 41,116 | **NAUTICAL INN RESORT**<br>Lake Havasu City, AZ | 120 | 4,934 | 64 |
| 97 | 41,085 | **SANDS HOTEL & CASINO**<br>Las Vegas, NV | 716 | 29,417 | 90 |
| 98 | 40,816 | **EMBASSY SUITES INTERNATIONAL DRIVE SOUTH**<br>Orlando, FL | 245 | 10,000 | 73 |
| 99 | 40,000 | **SHERATON KEY LARGO RESORT**<br>Key Largo, FL | 200 | 8,000 | 71 |
| 100 | 39,682 | **FLAMINGO LODGE MARINA & OUTPOST RESORT**<br>Flamingo, FL | 126 | 5,000 | 50 |

# SUBURBAN

★★★

| RANK | SALES PER ROOM ($) | PROPERTY/LOCATION | ROOMS AND SUITES | TOTAL SALES ($000) | AVG. OCCUPANCY |
|---|---|---|---|---|---|
| 1 | 78,647 | **DANFORDS INN**<br>Port Jefferson, NY | 85 | 6,685 | 76% |
| 2 | 75,757 | **HARRISON CONFERENCE CENTER**<br>Glen Cove, NY | 198 | 15,000 | 70 |
| 3 | 73,600 | **STONEHEDGE INN**<br>Tyngsboro, MA | 30 | 2,208 | 48 |
| 4 | 70,689 | **OYSTER POINT HOTEL**<br>Red Bank, NJ | 58 | 4,100 | 76 |
| 5 | 61,037 | **HARRASEEKET INN**<br>Freeport, ME | 54 | 3,296 | 75 |
| 6 | 59,602 | **HUNTINGTON HILTON HOTEL**<br>Melville, NY | 302 | 18,000 | 68 |
| 7 | 57,388 | **SCANTICON-PRINCETON**<br>Princeton, NJ | 291 | 16,700 | 58 |
| 8 | 56,488 | **HARRISON CONFERENCE CENTER**<br>Lake Bluff, IL | 84 | 4,745 | 50 |
| 9 | 52,147 | **SHERATON VALLEY FORGE**<br>King of Prussia, PA | 326 | 17,000 | 59 |
| 10 | 49,783 | **WARNER CENTER MARRIOTT HOTEL**<br>Woodland Hills, CA | 462 | 23,000 | 70 |
| 11 | 48,260 | **PEABODY ORLANDO**<br>Orlando, FL | 891 | 43,000 | 70 |
| 12 | 47,034 | **THE GRAND SUMMIT HOTEL**<br>Summit, NJ | 145 | 6,820 | 68 |
| 13 | 46,938 | **THE ORCHARDS**<br>Williamstown, MA | 49 | 2,300 | 53 |
| 14 | 46,388 | **MARRIOTT HOTEL**<br>La Jolla, CA | 360 | 16,700 | 74 |
| 15 | 45,258 | **CAMPUS CENTER HOTEL**<br>Amherst, MA | 116 | 5,250 | 60 |
| 16 | 44,642 | **CLINTON INN HOTEL**<br>Tenafly, NJ | 112 | 5,000 | 67 |
| 17 | 43,874 | **HILTON AT DEDHAM PLACE**<br>Dedham, MA | 253 | 11,100 | 66 |
| 18 | 43,714 | **NORTHLAND INN & EXECUTIVE CONFERENCE CENTER**<br>Brooklyn Park, MN | 231 | 10,098 | 58 |
| 19 | 42,066 | **MARRIOTT DADELAND HOTEL**<br>Miami, FL | 302 | 12,704 | 85 |
| 20 | 41,735 | **RADISSON HOTEL & CONFERENCE CENTER**<br>Plymouth, MN | 242 | 10,100 | 60 |
| 21 | 41,587 | **THE GRAND KEMPINSKI**<br>Dallas, TX | 529 | 22,000 | 65 |
| 22 | 40,988 | **HAWTHORNE HOTEL**<br>Salem, MA | 89 | 3,648 | 57 |
| 23 | 40,175 | **RADISSON HOTEL AT STAR PLAZA**<br>Merrillville, IN | 347 | 13,941 | 70 |
| 24 | 39,915 | **DAYS INN**<br>Norwalk, CT | 119 | 4,750 | 75 |

## DANFORDS INN

**Port Jefferson, NY**

★

### KATHY PASSAFIUME

*General Manager*

Rank: 1

Rooms: 85

Total Sales: $6.7 Million

Room Sales: $2.2 Million

F&B Sales: $4.4 Million

Those with a taste for New England will find it at this picturesque Long Island hotel, says Danfords Inn General Manager Kathy Passafiume.

"We are unique to Long Island in that we are very much like a New England inn," Passafiume says. "We have 12 separate buildings. We are right on the water in Port Jefferson harbor. We also have our own 65-foot yacht."

Business has been great, says Passafiume, speculating that 1992 will be better than 1991 by 10 to 12 percent. "We started out with 48 rooms. We've grown over the last couple of years, and we've just hired a new marketing agency and reorganized our sales department."

In 1993, Danfords plans to add two catering and meeting rooms.

# 400
## LODGING'S TOP PERFORMERS

## LA RESERVE SUITES
**White Plains, NY**

★

### LISA ASTARITA
*General Manager*

Rank: 44

Rooms: 95

Total Sales: $3.0 Million

Room Sales: $3.0 Million

People escaping the Florida summer are comfortable at the La Reserve Suites hotel in this Westchester County community, says General Manager Lisa Astarita. That's one reason the 95-unit property regularly posts occupancies exceeding 75 percent.

She credits the property's success to "some aggressive marketing in the corporate-transient category, with an emphasis on the relocation market. Also, particularly during the summer months, we attract the snowbirds from Florida.

"Year to year," she says, "we are running about 78 percent. I like that very much, but I'd like the average rate to be higher. We still maintain the highest average rate in the county, $122 a night, but it's down about four percentage points from last year."

La Reserve is geared toward short-term housing, Astarita says.

| RANK | SALES PER ROOM ($) | PROPERTY/LOCATION | ROOMS AND SUITES | TOTAL SALES ($000) | AVG. OCCUPANCY |
|---|---|---|---|---|---|
| 25 | 39,800 | **GREAT VALLEY HILTON & CONFERENCE CENTER**<br>Malvern, PA | 201 | 8,000 | 65 |
| 26 | 39,796 | **HOTEL THAYER**<br>West Point, NY | 197 | 7,840 | 57 |
| 27 | 39,647 | **OLD TOWN HOLIDAY INN**<br>Alexandria, VA | 227 | 9,000 | 82 |
| 28 | 38,961 | **LE PARC HOTEL**<br>West Hollywood, CA | 154 | 6,000 | 64 |
| 29 | 37,356 | **MARRIOTT HOTEL**<br>Harrisburg, PA | 348 | 13,000 | 72 |
| 30 | 36,914 | **JUMER'S CASTLE LODGE**<br>Peoria, IL | 175 | 6,460 | 78 |
| 31 | 36,378 | **BEL AIRE HOTEL**<br>Erie, PA | 132 | 4,802 | 72 |
| 32 | 35,069 | **HOLIDAY INN SOUTHWEST**<br>St. Louis, MO | 144 | 5,050 | 82 |
| 33 | 34,853 | **MARRIOTT THRUWAY HOTEL**<br>Rochester, NY | 307 | 10,700 | 72 |
| 34 | 34,482 | **SHERATON HOTEL**<br>Cerritos, CA | 203 | 7,000 | 63 |
| 35 | 34,013 | **HOLIDAY INN MCKNIGHT**<br>Pittsburgh, PA | 147 | 5,000 | 52 |
| 36 | 33,528 | **HOWARD JOHNSON GOLDEN GLADES**<br>Miami, FL | 248 | 8,315 | 65 |
| 37 | 33,503 | **RESIDENCE INN BY MARRIOTT**<br>Plainview, NY | 165 | 5,528 | 79 |
| 38 | 33,333 | **MARRIOTT HOTEL**<br>Dayton, OH | 399 | 13,300 | 75 |
| 39 | 33,170 | **THE PARK HOTEL**<br>Charlotte, NC | 194 | 6,435 | 55 |
| 40 | 32,971 | **SHERATON NEEDHAM HOTEL**<br>Needham, MA | 247 | 8,144 | 60 |
| 41 | 32,840 | **HARVEST DRIVE MOTEL**<br>Intercourse, PA | 50 | 1,642 | 65 |
| 42 | 32,075 | **DOUBLETREE HOTEL AT CONCOURSE**<br>Atlanta, GA | 371 | 11,900 | 60 |
| 43 | 31,682 | **RAPHAEL HOTEL**<br>Kansas City, MO | 123 | 3,897 | 70 |
| 44 | 31,578 | **LA RESERVE SUITES**<br>White Plains, NY | 95 | 3,000 | 70 |
| 45 | 31,401 | **EMBASSY SUITES**<br>Schaumburg, IL | 209 | 6,563 | 72 |
| 46 | 31,250 | **RAMADA HOTEL & CONFERENCE CENTER**<br>Bethesda, MD | 160 | 5,000 | 70 |
| 47 | 31,234 | **NEW ENGLAND CENTER**<br>Durham, NH | 115 | 3,592 | 52 |
| 48 | 31,078 | **CLARION HARVEST HOUSE**<br>Boulder, CO | 269 | 8,360 | 65 |
| 49 | 30,968 | **COLUMBIA INN**<br>Columbia, MD | 289 | 8,950 | 64 |
| 50 | 30,804 | **HOWARD JOHNSON HOTEL**<br>Skokie, IL | 133 | 4,097 | 64 |
| 51 | 30,769 | **RAMADA HOTEL BEVERLY HILLS**<br>Los Angeles, CA | 260 | 8,000 | 86 |
| 52 | 30,769 | **DON HALL'S GUESTHOUSE**<br>Fort Wayne, IN | 130 | 4,000 | 64 |
| 53 | 30,725 | **ADAM'S MARK HOTEL**<br>Houston, TX | 604 | 18,558 | 62 |
| 54 | 30,500 | **SHERATON PARK CENTRAL HOTEL**<br>Dallas, TX | 545 | 16,623 | 62 |
| 55 | 30,280 | **EXETER INN**<br>Exeter, NH | 50 | 1,514 | 50 |
| 56 | 30,273 | **MARRIOTT HOTEL**<br>Tulsa, OK | 336 | 10,172 | 73 |
| 57 | 30,211 | **ADAM'S MARK HOTEL**<br>Kansas City, MO | 374 | 11,299 | 62 |
| 58 | 30,188 | **HOLIDAY INN CROWNE PLAZA**<br>Tampa, FL | 265 | 8,000 | 61 |
| 59 | 30,131 | **BERKSHIRE HILTON INN**<br>Pittsfield, MA | 175 | 5,273 | 63 |
| 60 | 30,077 | **RADISSON HOTEL**<br>Pittsburgh, PA | 322 | 9,685 | 67 |
| 61 | 30,000 | **MARRIOTT PERIMETER CENTER**<br>Atlanta, GA | 400 | 12,000 | 74 |
| 62 | 29,850 | **HIDDEN VALLEY RESORT & CLUB**<br>Gaylord, MI | 134 | 4,000 | 40 |

# 400

LODGING'S TOP PERFORMERS

## LOEWS GEORGIO

**Denver, CO**

## MATTHEW W. KRYJAK

*General Manager*

Rank: 80

Rooms: 197

Total Sales: $5.0 Million

Room Sales: $3.5 Million

F&B Sales: $1.5 Million

The ultimate in personalized service coupled with the warmth and charm of an Italian country villa keep guests coming back to the six-year-old Loews Giorgio Hotel, says its General Manager, Matthew W. Kryjak. "I know you've probably heard it a million times, but I can't deny what our guest comment cards tell us: We're delivering the service they're looking for, and that's what makes them happy."

A member of the New York-based Loews Hotels chain, the 200-room, boutique-style Giorgio is contained in an upscale office complex on one of the highest points in southeast Denver. Kryjak says a loyal corporate clientele has yielded what likely will be a record-breaking year, with occupancies around 70 percent.

| RANK | SALES PER ROOM ($) | PROPERTY/LOCATION | ROOMS AND SUITES | TOTAL SALES ($000) | AVG. OCCUPANCY |
|---|---|---|---|---|---|
| 63 | 29,804 | **VALLEY HILTON HOTEL**<br>Sherman Oaks, CA | 215 | 6,408 | 66 |
| 64 | 28,044 | **RESIDENCE INN BY MARRIOTT**<br>Rochester, NY | 112 | 3,141 | 84 |
| 65 | 28,000 | **REDWOOD MOTEL COMPLEX**<br>Pulaski, NY | 50 | 1,400 | 65 |
| 66 | 27,461 | **MARRIOTT/INTERNATIONAL DRIVE**<br>Orlando, FL | 1,076 | 29,549 | 80 |
| 67 | 27,021 | **HOLIDAY INN**<br>Hollywood, CA | 470 | 12,700 | 80 |
| 68 | 26,666 | **VALLEY FORGE COURTYARD BY MARRIOTT**<br>Wayne, PA | 150 | 4,000 | 80 |
| 69 | 26,653 | **OBERLIN COLLEGE INN**<br>Oberlin, OH | 75 | 1,999 | 56 |
| 70 | 26,610 | **DOUBLETREE HOTEL AT CORPORATE WOODS**<br>Overland Park, KS | 357 | 9,500 | 64 |
| 71 | 26,600 | **BAY PARK HOTEL**<br>Monterey, CA | 80 | 2,128 | 72 |
| 72 | 26,517 | **LISLE/NAPERVILLE HILTON**<br>Lisle, IL | 313 | 8,300 | 60 |
| 73 | 26,156 | **RESIDENCE INN BY MARRIOTT**<br>La Jolla, CA | 287 | 7,507 | 81 |
| 74 | 26,086 | **THE INN AT SARATOGA**<br>Saratoga, CA | 46 | 1,200 | 55 |
| 75 | 25,806 | **FRENCH QUARTER SUITES HOTEL**<br>Atlanta, GA | 155 | 4,000 | 65 |
| 76 | 25,806 | **FRENCH QUARTER SUITES HOTEL**<br>Lexington, KY | 155 | 4,000 | 62 |
| 77 | 25,675 | **RADISSON HOTEL MINNEAPOLIS WEST**<br>Minnetonka, MN | 222 | 5,700 | 67 |
| 78 | 25,607 | **SHERATON MILFORD HOTEL**<br>Milford, MA | 173 | 4,430 | 54 |
| 79 | 25,423 | **ECONO LODGE MOTEL**<br>South Burlington, VT | 177 | 4,500 | 66 |
| 80 | 25,380 | **LOEWS GEORGIO HOTEL**<br>Denver, CO | 197 | 5,000 | 65 |
| 81 | 25,286 | **RAMADA RENAISSANCE HOTEL**<br>Richardson, TX | 342 | 8,648 | 58 |
| 82 | 25,264 | **HILTON SUITES LEXINGTON GREEN**<br>Lexington, KY | 174 | 4,396 | 75 |
| 83 | 25,177 | **EMBASSY SUITES**<br>Memphis, TN | 220 | 5,539 | 76 |
| 84 | 25,000 | **INN OF THE DOVE**<br>Cherry Hill, NJ | 40 | 1,000 | 61 |
| 85 | 24,830 | **RAMADA INN WORCESTER**<br>Auburn, MA | 159 | 3,948 | 50 |
| 86 | 24,712 | **HOLIDAY INN-MONROVIA/ARCADIA**<br>Monrovia, CA | 174 | 4,300 | 70 |
| 87 | 24,690 | **QUALITY INN MERRY ACRES**<br>Albany, GA | 110 | 2,716 | 66 |
| 88 | 24,587 | **HILTON HOTEL**<br>College Station, TX | 303 | 7,450 | 67 |
| 89 | 24,489 | **HOLIDAY INN TANGLEWOOD**<br>Roanoke, VA | 196 | 4,800 | 72 |
| 90 | 24,310 | **HAWTHORN SUITES HOTEL NORTHWEST**<br>Atlanta, GA | 200 | 4,862 | 68 |
| 91 | 24,302 | **HOLIDAY INN TYSONS CORNER**<br>McLean, VA | 314 | 7,631 | 70 |
| 92 | 24,064 | **SHERATON INN & CONFERENCE CENTER**<br>Leominster, MA | 187 | 4,500 | 48 |
| 93 | 23,958 | **RESIDENCE INN BY MARRIOTT**<br>Louisville, KY | 96 | 2,300 | 85 |
| 94 | 23,809 | **RESIDENCE INN BY MARRIOTT**<br>La Mirada, CA | 147 | 3,500 | 80 |
| 95 | 23,560 | **INN AT THE COLONNADE**<br>Baltimore, MD | 125 | 2,945 | 70 |
| 96 | 23,333 | **UNIVERSITY CENTRE HOTEL**<br>Gainesville, FL | 180 | 4,200 | 75 |
| 97 | 23,148 | **WALBER'S ON THE DEL**<br>Essington, PA | 108 | 2,500 | 55 |
| 98 | 23,102 | **NORTH EAST ATLANTA HILTON**<br>Norcross, GA | 272 | 6,284 | 54 |
| 99 | 23,049 | **SHERATON CENTURY CENTER HOTEL**<br>Atlanta, GA | 282 | 6,500 | 58 |
| 100 | 22,950 | **HOLIDAY INN**<br>Milpitas, CA | 305 | 7,000 | 60 |

# HIGHWAY

★★★

| RANK | SALES PER ROOM ($) | PROPERTY/LOCATION | ROOMS AND SUITES | TOTAL SALES ($000) | AVG. OCCUPANCY |
|---|---|---|---|---|---|
| 1 | 51,413 | BEST WESTERN GRAND CANYON SQUIRE INN<br>Grand Canyon, AZ | 150 | 7,712 | 82% |
| 2 | 49,636 | MADONNA INN<br>San Luis Obispo, CA | 110 | 5,460 | 75 |
| 3 | 48,333 | THE INN AT WEATHERSFIELD<br>Perkinsville, VT | 12 | 580 | 78 |
| 4 | 46,987 | WEBER'S INN<br>Ann Arbor, MI | 160 | 7,518 | 69 |
| 5 | 42,250 | BEST WESTERN INN AT HUNT'S LANDING<br>Matamoras, PA | 108 | 4,563 | 73 |
| 6 | 39,453 | HOLIDAY INN CENTER POINT<br>Jamesburg, NJ | 150 | 5,918 | 73 |
| – | 38,192 | RAMADA PLAZA HOTEL<br>New Rochelle, NY | 130 | 4,965 | 71 |
| 8 | 37,500 | COUNTRY INN HOTEL & CONFERENCE CENTER<br>Waukesha, WI | 200 | 7,500 | 54 |
| 9 | 37,313 | BEST WESTERN/THE STRATHMORE HOTEL<br>Hotsville, NY | 134 | 5,000 | 70 |
| 10 | 34,710 | DANBURY HILTON & TOWERS<br>Danbury, CT | 242 | 8,400 | 68 |
| 11 | 34,468 | HIGHLANDER INN<br>Iowa City, IA | 96 | 3,309 | 58 |
| 12 | 32,394 | SHERATON POSTE INN<br>Cherry Hill, NJ | 213 | 6,900 | 65 |
| 13 | 31,429 | MISSION VALLEY HILTON<br>San Diego, CA | 350 | 11,000 | 70 |
| 14 | 31,358 | BEST WESTERN ARROYO ROBLE<br>Sedona, AZ | 53 | 1,662 | 92 |
| 15 | 31,125 | HOLIDAY INN<br>Benton Harbor, MI | 151 | 4,700 | 69 |
| 16 | 31,045 | HOLIDAY INN PYRAMID HOTEL<br>Albuquerque, NM | 311 | 9,655 | 78 |
| 17 | 30,574 | GUTHRIE INN & CONFERENCE CENTER<br>Sayre, PA | 100 | 3,057 | 61 |
| 18 | 30,552 | BRISTOL SUITES HOTEL<br>Dallas, TX | 295 | 9,013 | 69 |
| 19 | 30,307 | KELLER RAMADA INN & CONVENTION CENTER<br>Effingham, IL | 169 | 5,122 | 70 |
| 20 | 30,303 | HILTON HOTEL<br>Stockton, CA | 198 | 6,000 | 72 |
| 21 | 30,188 | SHERATON HOTEL<br>Rancho Cordova, CA | 265 | 8,000 | 69 |
| 22 | 30,000 | COMFORT INN<br>Chicopee, MA | 100 | 3,000 | 83 |
| 23 | 29,740 | BEST WESTERN FABULOUS WESTWARD HO MOTEL<br>Grand Forks, ND | 108 | 3,212 | 70 |
| 24 | 29,565 | HILTON HOTEL<br>Albuquerque, NM | 253 | 7,480 | 67 |

## BEST WESTERN FABULOUS WESTWARD HO

**Grand Forks, ND**

★

### DONALD H. LINDGREN

*President*

Rank: 23

Rooms: 108

Total Sales: $3.2 Million

Room Sales: $.9 Million

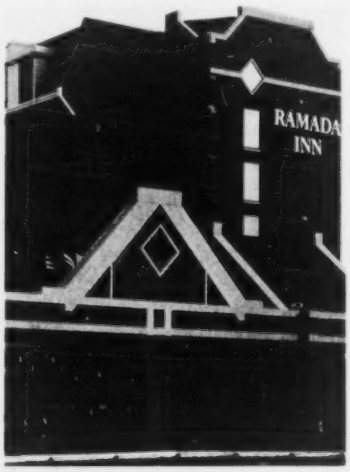
F&B Sales: $2.2 Million

Fun is the main entree on the Fabulous Westward Ho Motel's menu. In addition to 108 western-themed guestrooms, the property houses a western-style restaurant, a casino and sports bar, comedy club, pasta parlor and several other entertainment outlets.

The 39-year-old Westward Ho completed a major overhaul of its facilities in 1988. A key focus of the renovation was the property's convention complex. With 11 meeting rooms, the complex is newly equipped to accommodate groups as large as 700, says Donald H. Lindgren, Westward Ho's president. Positioned 140 miles south of Winnipeg, the Westward Ho is also frequented by Canadian shoppers.

# 400

LODGING'S TOP PERFORMERS




## RAMADA HOTEL

**Annapolis, MD**

☆

### R. MICHAEL FLOYD

*General Manager*

Rank: 38

Rooms: 197

Total Sales: $5.0 Million

Room Sales: $2.8 Million

F&B Sales: $1.8 Million

Check into the Annapolis Ramada Hotel on any given night, and you'll likely see a lot of SMERFs in the lobby. They (being Social, Military, Educational, Religious and Fraternal groups) make up a good part of the property's business, says General Manager R. Michael Floyd. He credits the Ramada's "superior" location—next to I-50, the route leading to Maryland's eastern shore from all points in the area, along with its proximity to the U.S. Naval Academy and the country's oldest working state capitol—for luring not only the groups but a booming weekend business.

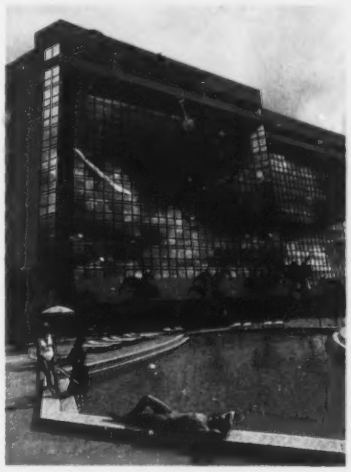
The Annapolis market has about 1,000 rooms, and while many properties are still digesting a 10-percent increase in room supply, Floyd's hotel outperformed the market both in June and July.

| RANK | SALES PER ROOM ($) | PROPERTY/LOCATION | ROOMS AND SUITES | TOTAL SALES ($000) | AVG. OCCUPANCY |
|---|---|---|---|---|---|
| 25 | 29,000 | **HOLIDAY INN & CONFERENCE CENTER**<br>Zanesville, OH | 100 | 2,900 | 74 |
| 26 | 28,795 | **QUALITY SUITES**<br>Marlboro, MA | 100 | 2,879 | 83 |
| 27 | 27,626 | **RADISSON HOTEL NORTH**<br>Columbus, OH | 268 | 7,404 | 74 |
| 28 | 27,578 | **RAMADA INN & CONFERENCE CENTER**<br>Grand Forks, ND | 100 | 2,757 | 77 |
| 29 | 27,570 | **RAMADA INN**<br>Deerfield Beach, FL | 107 | 2,950 | 62 |
| 30 | 27,463 | **EAST LIVERPOOL MOTOR LODGE**<br>East Liverpool, OH | 69 | 1,895 | 87 |
| 31 | 26,980 | **VICTORIAN INN**<br>Hutchinson, MN | 52 | 1,403 | 67 |
| 32 | 26,785 | **CROWN STERLING SUITES**<br>Baton Rouge, LA | 224 | 6,000 | 78 |
| 33 | 26,086 | **HOLIDAY INN**<br>Terre Haute, IN | 230 | 6,000 | 79 |
| 34 | 25,947 | **BEST WESTERN INN OF COBLESKILL**<br>Cobleskill, NY | 76 | 1,972 | 68 |
| 35 | 25,827 | **RAMADA INN**<br>Kearney, NB | 151 | 3,900 | 71 |
| 36 | 25,714 | **QUALITY INN RIVERSIDE**<br>Fulton, NY | 70 | 1,800 | 78 |
| 37 | 25,695 | **PARKE HOTEL**<br>Canton, OH | 184 | 4,728 | 66 |
| 38 | 25,380 | **RAMADA HOTEL**<br>Annapolis, MD | 197 | 5,000 | 60 |
| 39 | 25,000 | **SHERATON HOTEL**<br>Stamford, CT | 480 | 12,000 | 50 |
| 40 | 24,809 | **HILTON PAVILION**<br>Mesa, AZ | 262 | 6,500 | 60 |
| 41 | 24,666 | **BEST WESTERN BRADDOCK MOTOR INN**<br>LaVale, MD | 108 | 2,664 | 79 |
| 42 | 24,561 | **BEST WESTERN HOTEL CROWN PARK**<br>Harrisburg, PA | 171 | 4,200 | 72 |
| 43 | 24,550 | **HOME PLACE INN**<br>Alvin, TX | 40 | 982 | 90 |
| 44 | 24,448 | **DUNFEY HOTEL**<br>San Mateo, CA | 270 | 6,601 | 57 |
| 45 | 24,019 | **HOLIDAY INN**<br>Beckley, WV | 105 | 2,522 | 86 |
| 46 | 23,652 | **HOLIDAY INN**<br>Newburgh, NY | 121 | 2,862 | 70 |
| 47 | 23,648 | **HOLIDAY INN**<br>Waterloo, NY | 148 | 3,500 | 60 |
| 48 | 23,526 | **HOLIDAY INN-GATEWAY CENTER**<br>Ames, IA | 188 | 4,423 | 71 |
| 49 | 23,442 | **BEST WESTERN FAIRFIELD INN**<br>Fairfield, IA | 52 | 1,219 | 75 |
| 50 | 23,083 | **HOLIDAY INN BEAUMONT PLAZA**<br>Beaumont, TX | 253 | 5,840 | 70 |
| 51 | 22,908 | **SHERATON INN**<br>Aberdeen, MD | 131 | 3,001 | 68 |
| 52 | 22,726 | **HOLIDAY INN**<br>Crawfordsville, IN | 150 | 3,409 | 62 |
| 53 | 22,580 | **THE MEAD INN**<br>Wisconsin Rapids, WI | 155 | 3,500 | 60 |
| 54 | 22,222 | **COMFORT INN**<br>Pawtucket, RI | 135 | 3,000 | 50 |
| 55 | 22,170 | **HOLIDAY INN**<br>Wapakoneta, OH | 100 | 2,217 | 62 |
| 56 | 21,919 | **SHERATON INN**<br>Harrisonburg, VA | 137 | 3,003 | 60 |
| 57 | 21,777 | **ROBERT E. LEE MOTOR INN**<br>North Fort Myers, FL | 108 | 2,352 | 74 |
| 58 | 21,705 | **RAMADA INN**<br>Mahwah, NJ | 129 | 2,800 | 70 |
| 59 | 21,439 | **QUALITY INN**<br>Bedford, PA | 66 | 1,415 | 58 |
| 60 | 21,400 | **SHERATON HOTEL**<br>Denton, TX | 150 | 3,210 | 66 |
| 61 | 20,833 | **HOLIDAY INN NORTH**<br>Denver, CO | 216 | 4,500 | 51 |
| 62 | 20,526 | **RADISSON HOTEL**<br>Commerce, CA | 283 | 5,809 | 54 |

# AIRPORT

☆☆☆

| RANK | SALES PER ROOM ($) | PROPERTY/LOCATION | ROOMS AND SUITES | TOTAL SALES ($000) | AVG. OCCUPANCY |
|---|---|---|---|---|---|
| 1 | 62,233 | **HENRY VIII HOTEL**<br>Bridgeton, MO | 385 | 23,960 | 65% |
| 2 | 46,031 | **BARNABEY'S HOTEL**<br>Manhattan Beach, CA | 126 | 5,800 | 69 |
| 3 | 44,847 | **RADISSON MART PLAZA HOTEL**<br>Miami, FL | 334 | 14,979 | 74 |
| 4 | 44,767 | **THE DESMOND**<br>Albany, NY | 322 | 14,415 | 67 |
| 5 | 42,180 | **MIAMI INTERNATIONAL AIRPORT HOTEL**<br>Miami, FL | 260 | 10,967 | 95 |
| 6 | 42,000 | **MIAMI AIRPORT HILTON & TOWERS**<br>Miami, FL | 500 | 21,000 | 70 |
| 7 | 39,331 | **PITTSBURGH AIRPORT MARRIOTT**<br>Coraopolis, PA | 314 | 12,350 | 72 |
| 8 | 36,407 | **SHERATON MUSIC CITY HOTEL**<br>Nashville, TN | 412 | 15,000 | 76 |
| 9 | 35,526 | **RADISSON PLAZA HOTEL & GOLF COURSE**<br>Manhattan Beach, CA | 380 | 13,500 | 82 |
| 10 | 35,021 | **SHERATON HOTEL AT BRADLEY AIRPORT**<br>Windsor Locks, CT | 237 | 8,300 | 63 |
| 11 | 33,596 | **HARVEY HOTEL-DFW**<br>Irving, TX | 506 | 17,000 | 75 |
| 12 | 32,835 | **AIRTEL PLAZA HOTEL**<br>Van Nuys, CA | 268 | 8,800 | 70 |
| 13 | 31,250 | **AIRPORT MARRIOTT**<br>Roanoke, VA | 320 | 10,000 | 78 |
| 14 | 31,136 | **HOLIDAY INN FORT MYERS AIRPORT**<br>Fort Myers, FL | 227 | 7,068 | 80 |
| 15 | 30,612 | **SHERATON INTERNATIONAL AIRPORT-BWI AIRPORT**<br>Baltimore, MD | 196 | 6,000 | 70 |
| 16 | 30,458 | **NEW ORLEANS AIRPORT HILTON**<br>Kenner, LA | 312 | 9,503 | 68 |
| 17 | 29,497 | **HOLIDAY INN O'HARE INTERNATIONAL**<br>Rosemont, IL | 507 | 14,955 | 71 |
| 18 | 29,126 | **COMMONWEALTH HILTON**<br>Florence, KY | 206 | 6,000 | 70 |
| 19 | 27,660 | **AIRPORT HILTON & TOWERS**<br>Atlanta, GA | 501 | 13,858 | 55 |
| 20 | 27,196 | **MARRIOTT HOTEL**<br>Bloomington, MN | 478 | 13,000 | 72 |
| 21 | 27,113 | **RADISSON INN**<br>Green Bay, WI | 202 | 5,477 | 74 |
| 22 | 26,600 | **THUNDERBIRD HOTEL & CONVENTION CENTER**<br>Bloomington, MN | 263 | 6,996 | 67 |
| 23 | 26,407 | **RESIDENCE INN BY MARRIOTT**<br>Long Beach, CA | 216 | 5,704 | 80 |
| 24 | 26,158 | **AIRPORT HILTON & CONFERENCE CENTER**<br>Wichita, KS | 302 | 7,900 | 72 |



## RADISSON MART PLAZA HOTEL

**Miami, FL**

☆

**SAM BRAS**

*General Manager*

Rank: 3
Rooms: 334
Total Sales: $14.9 Million
Room Sales: $7.3 Million
F&B Sales: $6.9 Million

A "share the wealth" philosophy has helped land the Radisson Mart Plaza on the national meetings map. The eight-year-old airport property recently joined with four neighboring hotels to create the Miami West Hotel Group, a cooperative marketing effort designed to attract large groups. All member properties are within minutes of Miami International Airport and the Miami Merchandise Mart.

A covered walkway connects the 334-room Radisson Mart Plaza with Radisson Centre, a 128,000-square-foot exhibit, conference and banquet facility. Together, the five Miami West hotels provide an additional 70,000 square feet of meeting space along with 2,360 guestrooms.

400

LODGING'S TOP PERFORMERS

## AIRPORT PLAZA

**Reno, NV**

**AL TELES**

*General Manager*

Rank: 28

Rooms: 270

Total Sales: $6.7 Million

Room Sales: $4.3 Million

F&B Sales: $2.3 Million

Since its opening 10 years ago, the Airport Plaza Hotel has carved its own niche in Reno by offering full-scale service and amenities to business travelers in a non-casino environment.

General Manager Al Teles believes the property's distinctive courtyard architecture, combined with a "service is everything" philosophy, have set quality standards the business traveler both appreciates and expects.

| RANK | SALES PER ROOM ($) | PROPERTY/LOCATION | ROOMS AND SUITES | TOTAL SALES ($000) | AVG. OCCUPANCY |
|---|---|---|---|---|---|
| 25 | 25,316 | **HYATT HOTEL**<br>San Jose, CA | 474 | 12,000 | 65 |
| 26 | 25,104 | **AIRPORT HILTON**<br>Norfolk, VA | 250 | 6,276 | 69 |
| 27 | 24,903 | **RESIDENCE INN-CLEVELAND AIRPORT**<br>Middleburg Heights, OH | 104 | 2,590 | 82 |
| 28 | 24,740 | **AIRPORT PLAZA HOTEL**<br>Reno, NV | 270 | 6,680 | 72 |
| 29 | 24,672 | **AIRPORT HILTON**<br>St. Louis, MO | 220 | 5,428 | 62 |
| 30 | 24,553 | **RESIDENCE INN-ALBANY AIRPORT**<br>Latham, NY | 112 | 2,750 | 75 |
| 31 | 24,541 | **RESIDENCE INN**<br>Irving, TX | 120 | 2,945 | 81 |
| 32 | 24,390 | **HOLIDAY INN AIRPORT NORTH**<br>Atlanta, GA | 492 | 12,000 | 92 |
| 33 | 23,809 | **COURTYARD BY MARRIOTT**<br>San Bruno, CA | 147 | 3,500 | 90 |
| 34 | 22,766 | **KNOXVILLE AIRPORT HILTON**<br>Alcoa, TN | 236 | 5,373 | 78 |
| 35 | 22,733 | **EMBASSY SUITES-CAMELHEAD**<br>Phoenix, AZ | 229 | 5,206 | 70 |
| 36 | 22,716 | **RESIDENCE INN-SILICON VALLEY II**<br>Sunnyvale, CA | 247 | 5,611 | 67 |
| 37 | 22,307 | **RAMADA HOTEL**<br>Culver City, CA | 260 | 5,800 | 79 |
| 38 | 22,222 | **DOUBLETREE HOTEL-INTERCONTINENTAL AIRPORT**<br>Houston, TX | 315 | 7,000 | 73 |
| 39 | 21,735 | **BEST WESTERN SOUTH COAST INN**<br>Goleta, CA | 121 | 2,630 | 71 |
| 40 | 21,669 | **HOLIDAY INN-DFW AIRPORT NORTH**<br>Irving, TX | 275 | 5,959 | 64 |
| 41 | 21,276 | **SKY RANCH LODGE**<br>Sedona, AZ | 94 | 2,000 | 86 |

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# THE CHAIN REPORT

| RANK | U.S. LODGING CHAIN | U.S. PROPERTIES | | STATUS OF PROPERTIES | | | | FOREIGN PROPERTIES | |
|---|---|---|---|---|---|---|---|---|---|
| | | Rooms | Number of Properties | Company Owned | Franchised Licensed | Management Contract | Other Properties | Rooms | Number of Properties |
| 1 | **Hospitality Franchise Systems**<br>*Parsippany, NJ* | | | | | | | | |
| | Days Inns of America | 131,816 | 1,217 | 0 | 1,217 | 0 | 0 | 4,162 | 41 |
| | HoJo Inns | 8,934 | 114 | 0 | 114 | 0 | 0 | 332 | 3 |
| | Howard Johnson | 48,126 | 385 | 0 | 385 | 0 | 0 | 3,828 | 32 |
| | Ramada Inns/Hotels | 94,409 | 568 | 0 | 568 | 0 | 0 | 0 | 0 |
| | Ramada Limited | 412 | 7 | 0 | 7 | 0 | 0 | 0 | 0 |
| | **TOTAL** | **283,697** | **2,291** | **0** | **2,291** | **0** | **0** | **8,322** | **76** |
| 2 | **Holiday Inn Worldwide**<br>*Atlanta* | | | | | | | | |
| | Holiday Inn | 255,435 | 1,333 | 0 | 1,230 | 0 | 103* | 48,132 | 217 |
| | Holiday Inn Crowne Plaza | 9,346 | 24 | 0 | 12 | 0 | 12* | 10,332 | 34 |
| | Holiday Inn Express | 4,708 | 41 | 0 | 38 | 0 | 3* | 138 | 1 |
| | Holiday Inn Garden Court | 0 | 0 | 0 | 0 | 0 | 0* | 1,969 | 18 |
| | **TOTAL** | **269,489** | **1,398** | **0** | **1,280** | **0** | **118** | **60,571** | **270** |
| 3 | **Choice Hotels International**<br>*Silver Spring, MD* | | | | | | | | |
| | Clarion Hotels/Suites/Resorts | 9,403 | 51 | 1 | 51 | 0 | 0 | 4,501 | 28 |
| | Comfort Inns/Suites | 67,331 | 764 | 3 | 764 | 0 | 0 | 3,712 | 45 |
| | Econo Lodge | 50,603 | 695 | 0 | 695 | 0 | 0 | 241 | 4 |
| | Friendship Inns | 6,417 | 134 | 0 | 134 | 0 | 0 | 139 | 3 |
| | Quality Inns/Hotels/Suites | 49,996 | 390 | 7 | 390 | 0 | 0 | 12,096 | 106 |
| | Rodeway Inns | 10,838 | 107 | 1 | 107 | 0 | 0 | 195 | 1 |
| | Sleep Inns | 1,365 | 17 | 0 | 17 | 0 | 0 | 372 | 4 |
| | **TOTAL** | **195,953** | **2,158** | **12** | **2,158** | **0** | **0** | **21,256** | **191** |
| 4 | **Best Western International**<br>*Phoenix* | | | | | | | | |
| | Best Western | 165,000 | 1,800 | 0 | 0 | 0 | 1,800 | 101,000 | 1,500 |
| | **TOTAL** | **165,000** | **1,800** | **0** | **0** | **0** | **1,800** | **101,000** | **1,500** |
| 5 | **Marriott Corp.**<br>*Washington, DC* | | | | | | | | |
| | Courtyard by Marriott | 29,000 | 200 | 53 | 7 | 140 | 0 | 0 | 0 |
| | Fairfield Inn | 10,000 | 99 | 30 | 19 | 50 | 0 | 0 | 0 |
| | Marriott Hotels/Resorts/Suites | 90,000 | 212 | 25 | 60 | 127 | 0 | 10,000 | 24 |
| | Residence Inn | 21,000 | 179 | 29 | 67 | 83 | 0 | 0 | 0 |
| | **TOTAL** | **150,000** | **690** | **137** | **153** | **400** | **0** | **10,000** | **24** |
| 6 | **Hilton Hotels Corp.**<br>*Beverly Hills, CA* | | | | | | | | |
| | Conrad Hotels | 0 | 0 | 0 | 0 | 0 | 0 | 2,920 | 8 |
| | Hilton Garden Inns | 658 | 4 | 0 | 2 | 2 | 0 | 0 | 0 |
| | Hilton Hotels | 46,097 | 60 | 35 | 0 | 25 | 0 | 0 | 0 |
| | Hilton Inns | 48,171 | 195 | 0 | 195 | 0 | 0 | 0 | 0 |
| | Hilton Suites | 1,246 | 6 | 5 | 1 | 0 | 0 | 0 | 0 |
| | **TOTAL** | **96,172** | **265** | **40** | **198** | **27** | **0** | **2,920** | **8** |

*Company owned or managed hotels

| RANK | U.S. LODGING CHAIN | U.S. PROPERTIES | | STATUS OF PROPERTIES | | | | FOREIGN PROPERTIES | |
|---|---|---|---|---|---|---|---|---|---|
| | | Rooms | Number of Properties | Company Owned | Franchised Licensed | Management Contract | Other Properties | Rooms | Number of Properties |
| 7 | **ITT Sheraton Corp.** | | | | | | | | |
| | *Boston* | | | | | | | | |
| | Sheraton Hotels and Resorts | 59,466 | 151 | 7 | 105 | 39* | 0 | 45,179 | 132 |
| | Sheraton Inns | 23,277 | 126 | 0 | 125 | 1* | 0 | 1,836 | 10 |
| | Sheraton Suites | 994 | 4 | 1 | 2 | 1* | 0 | 0 | 0 |
| | **TOTAL** | **83,737** | **281** | **8** | **232** | **41** | **0** | **47,015** | **142** |
| 8 | **Motel 6** | | | | | | | | |
| | *Dallas* | | | | | | | | |
| | Motel 6 | 76,145 | 671 | 665 | 0 | 6 | 0 | 0 | 0 |
| | **TOTAL** | **76,145** | **671** | **665** | **0** | **6** | **0** | **0** | **0** |
| 9 | **The Promus Companies Inc.** | | | | | | | | |
| | *Memphis* | | | | | | | | |
| | Embassy Suites | 25,149 | 102 | 15 | 45 | 19 | 23** | 322 | 1 |
| | Harrah's | 4,542 | 5 | 0 | 0 | 0 | 5 | 0 | 0 |
| | Hampton Inn | 39,042 | 314 | 15 | 277 | 3 | 19** | 0 | 0 |
| | Homewood Suites | 2,520 | 23 | 8 | 15 | 0 | 0 | 0 | 0 |
| | **TOTAL** | **71,253** | **444** | **38** | **337** | **22** | **47** | **322** | **1** |
| 10 | **Super 8 Motels, Inc.** | | | | | | | | |
| | *Aberdeen, SD* | | | | | | | | |
| | Super 8 Motels | 57,806 | 887 | 48 | 839 | 0 | 0 | 605 | 11 |
| | **TOTAL** | **57,806** | **887** | **48** | **839** | **0** | **0** | **605** | **11** |
| 11 | **Hyatt Corp.** | | | | | | | | |
| | *Chicago* | | | | | | | | |
| | Hyatt Hotels | 55,557 | 103 | 0*** | 0 | 103 | 0 | 20,286 | 56 |
| | **TOTAL** | **55,557** | **103** | **0** | **0** | **103** | **0** | **20,286** | **56** |
| 12 | **Carlson Hospitality Group, Inc.** | | | | | | | | |
| | *Minneapolis* | | | | | | | | |
| | Colony Hotels & Resorts | 6,901 | 40 | 0 | 0 | 23 | 17**** | 614 | 3 |
| | Country Lodging by Carlson | 2,677 | 31 | 0 | 30 | 0 | 1**** | 0 | 0 |
| | Radisson Hotels International | 42,541 | 171 | 0 | 148 | 23 | 0 | 17,118 | 73 |
| | **TOTAL** | **52,119** | **242** | **0** | **178** | **46** | **18** | **17,732** | **76** |
| 13 | **Forte Hotels** | | | | | | | | |
| | *El Cajon, CA* | | | | | | | | |
| | Travelodge | 39,050 | 500 | 50 | 500 | 75 | 125** | 0 | 0 |
| | Forte Hotels | 0 | 0 | 0 | 0 | 0 | 0 | 40,190 | 353 |
| | **TOTAL** | **39,050** | **500** | **50** | **500** | **75** | **125** | **40,190** | **353** |
| 14 | **La Quinta Motor Inns, Inc.** | | | | | | | | |
| | *San Antonio* | | | | | | | | |
| | La Quinta Inns. | 27,057 | 213 | 210 | 3 | 0 | 0 | 0 | 0 |
| | **TOTAL** | **27,057** | **213** | **210** | **3** | **0** | **0** | **0** | **0** |
| 15 | **Red Roof Inns** | | | | | | | | |
| | *Columbus* | | | | | | | | |
| | Red Roof Inns | 23,261 | 209 | 209 | 0 | 0 | 0 | 0 | 0 |
| | **TOTAL** | **23,261** | **209** | **209** | **0** | **0** | **0** | **0** | **0** |
| 16 | **R&B Realty Group** | | | | | | | | |
| | *Los Angeles* | | | | | | | | |
| | Oakwood Corporate Apartments | 23,000 | 40 | 28 | 0 | 12 | 0 | 0 | 0 |
| | **TOTAL** | **23,000** | **40** | **28** | **0** | **12** | **0** | **0** | **0** |
| 17 | **Hospitality International, Inc.** | | | | | | | | |
| | *Atlanta* | | | | | | | | |
| | Downtowner | 191 | 2 | 0 | 2 | 0 | 0 | 0 | 0 |
| | Master Hosts Inns | 2,643 | 21 | 0 | 21 | 0 | 0 | 170 | 2 |
| | Passport Inns | 1,266 | 22 | 0 | 22 | 0 | 0 | 0 | 0 |
| | Red Carpet Inn | 8,097 | 112 | 0 | 112 | 0 | 0 | 123 | 2 |
| | Scottish Inns | 8,309 | 148 | 0 | 148 | 0 | 0 | 37 | 1 |
| | **TOTAL** | **20,506** | **305** | **0** | **305** | **0** | **0** | **330** | **5** |
| 18 | **Aoki Corp.** | | | | | | | | |
| | *Seattle* | | | | | | | | |
| | Westin Hotels & Resorts | 20,439 | 37 | 14 | 0 | 23 | 0 | 0 | 0 |
| | Caesar Park Hotels | 0 | 0 | 0 | 0 | 0 | 0 | 417 | 3 |
| | Camino Real | 0 | 0 | 0 | 0 | 0 | 0 | 3,448 | 10 |
| | **TOTAL** | **20,439** | **37** | **14** | **0** | **23** | **0** | **3,865** | **13** |

*Managed and leased properties
**Joint ventures
***Partial ownership in some hotels
****Affiliates of Colony Hotels & Resorts and Country Lodging by Carlson

| RANK | U.S. LODGING CHAIN | U.S. PROPERTIES | | STATUS OF PROPERTIES | | | | FOREIGN PROPERTIES | |
|---|---|---|---|---|---|---|---|---|---|
| | | Rooms | Number of Properties | Company Owned | Franchised Licensed | Management Contract | Other Properties | Rooms | Number of Properties |
| 19 | **Economy Lodging Systems, Inc.**<br>*Cleveland* | | | | | | | | |
| | Arborgate Inn | 810 | 9 | 0 | 6 | 3 | 0 | 0 | 0 |
| | Knights Court | 1,400 | 11 | 0 | 11 | 11 | 0 | 0 | 0 |
| | Knights Inn | 17,140 | 156 | 1 | 156 | 53 | 0 | 0 | 0 |
| | Knights Stop | 150 | 3 | 0 | 3 | 0 | 0 | 0 | 0 |
| | **TOTAL** | **19,500** | **179** | **1** | **176** | **67** | **0** | **0** | **0** |
| 20 | **Preferred Hotels**<br>*Oakbrook Terrace, IL* | | | | | | | | |
| | Preferred Hotels | 16,019 | 66 | 0 | 0 | 0 | 66 | 11,726 | 41 |
| | **TOTAL** | **16,019** | **66** | **0** | **0** | **0** | **66** | **11,726** | **41** |
| 21 | **Doubletree Hotels Corp.**<br>*Phoenix* | | | | | | | | |
| | Doubletree Club Hotel | 2,939 | 16 | 0 | 7 | 9 | 0 | 0 | 0 |
| | Doubletree Hotel | 12,784 | 40 | 0 | 2 | 38 | 0 | 0 | 0 |
| | **TOTAL** | **15,723** | **56** | **0** | **9** | **47** | **0** | **0** | **0** |
| 22 | **Wharf Holdings Ltd.**<br>*Hampton, NH* | | | | | | | | |
| | Omni Hotels | 14,352 | 38 | 6 | 13 | 25 | 0 | 3,042 | 7 |
| | **TOTAL** | **14,352** | **38** | **6** | **13** | **25** | **0** | **3,042** | **7** |
| 23 | **Stouffer Hotels & Resorts**<br>*Solon, OH* | | | | | | | | |
| | Stouffer Hotels & Resorts | 13,685 | 33 | 24 | 0 | 9 | 0 | 0 | 0 |
| | Stouffer Presidente Hotels/Resorts | 0 | 0 | 0 | 0 | 0 | 0 | 2,061 | 7 |
| | **TOTAL** | **13,685** | **33** | **24** | **0** | **9** | **0** | **2,061** | **7** |
| 24 | **Red Lion Hotels & Inns**<br>*Vancouver, WA* | | | | | | | | |
| | Red Lion Hotels & Inns | 13,632 | 52 | 40* | 0 | 12 | 0 | 0 | 0 |
| | **TOTAL** | **13,632** | **52** | **40** | **0** | **12** | **0** | **0** | **0** |
| 25 | **Ramada International Hotels & Resorts**<br>*Coral Gables, FL* | | | | | | | | |
| | Ramada Int'l. Hotels & Resorts | 9,703 | 26 | 0 | 7 | 19 | 0 | 24,863 | 95 |
| | **TOTAL** | **9,703** | **26** | **0** | **7** | **19** | **0** | **24,863** | **95** |
| 26 | **Budgetel Inns, Inc.**<br>*Milwaukee* | | | | | | | | |
| | Budgetel Inns | 9,624 | 91 | 71 | 20 | 0 | 0 | 0 | 0 |
| | **TOTAL** | **9,624** | **91** | **71** | **20** | **0** | **0** | **0** | **0** |
| 27 | **Wyndham Hotels & Resorts**<br>*Dallas* | | | | | | | | |
| | Wyndham Garden Hotels | 3,500 | 20 | 19 | 0 | 1 | 0 | 0 | 0 |
| | Wyndham Luxury Hotels | 4,152 | 11 | 6 | 1 | 3 | 1 | 0 | 0 |
| | Wyndham Resorts | 1,868 | 5 | 1 | 0 | 3 | 1 | 0 | 0 |
| | **TOTAL** | **9,520** | **36** | **26** | **1** | **7** | **2** | **0** | **0** |
| 28 | **Park Inns International, Inc.**<br>*Irving, TX* | | | | | | | | |
| | Park Inn Club and Breakfast | 747 | 6 | 0 | 6 | 0 | 0 | 0 | 0 |
| | Park Inn Limited | 403 | 5 | 0 | 5 | 0 | 0 | 0 | 0 |
| | Park Inns International | 5,941 | 49 | 0 | 49 | 0 | 0 | 1,073 | 7 |
| | Park Plaza/Suites/Resorts | 1,552 | 3 | 0 | 3 | 0 | 0 | 1,778 | 11 |
| | **TOTAL** | **8,643** | **63** | **0** | **63** | **0** | **0** | **2,851** | **18** |
| 29 | **Outrigger Hotels Hawaii**<br>*Honolulu* | | | | | | | | |
| | Outrigger Hotels Hawaii | 8,388 | 24 | 15 | 0 | 9 | 0 | 0 | 0 |
| | **TOTAL** | **8,388** | **24** | **15** | **0** | **9** | **0** | **0** | **0** |
| 30 | **National 9 Inns, Inc.**<br>*Salt Lake City* | | | | | | | | |
| | National 9 Inns | 7,300 | 148 | 3 | 145 | 0 | 0 | 0 | 0 |
| | National 9 Motel | 722 | 13 | 1 | 12 | 0 | 0 | 0 | 0 |
| | National 9 Suites | 202 | 2 | 1 | 1 | 0 | 0 | 0 | 0 |
| | **TOTAL** | **8,224** | **163** | **5** | **158** | **0** | **0** | **0** | **0** |
| 31 | **W.B. Johnson Properties**<br>*Atlanta* | | | | | | | | |
| | Ritz-Carlton | 7,854 | 23 | 0 | 0 | 23 | 0 | 246 | 2 |
| | **TOTAL** | **7,854** | **23** | **0** | **0** | **23** | **0** | **246** | **2** |

*Includes eight joint ventures

| RANK | U.S. LODGING CHAIN | U.S. PROPERTIES | | STATUS OF PROPERTIES | | | | FOREIGN PROPERTIES | |
|---|---|---|---|---|---|---|---|---|---|
| | | Rooms | Number of Properties | Company Owned | Franchised Licensed | Management Contract | Other Properties | Rooms | Number of Properties |
| 32 | **Allstar Inns**<br>*Santa Barbara, CA* | | | | | | | | |
| | Allstar Inns | 7,747 | 73 | 73 | 0 | 0 | 0 | 0 | 0 |
| | **TOTAL** | **7,747** | **73** | **73** | **0** | **0** | **0** | **0** | **0** |
| 33 | **Budget Host Inns**<br>*Fort Worth, TX* | | | | | | | | |
| | Budget Host Inns | 6,601 | 162 | 0 | 162 | 0 | 0 | 0 | 0 |
| | **TOTAL** | **6,601** | **162** | **0** | **162** | **0** | **0** | **0** | **0** |
| 34 | **Loews Hotels**<br>*New York City* | | | | | | | | |
| | Loews Hotels | 6,575 | 12 | 7 | 0 | 5 | 0 | 1,063 | 2 |
| | **TOTAL** | **6,575** | **12** | **7** | **0** | **5** | **0** | **1,063** | **2** |
| 35 | **ShoLodge, Inc.**<br>*Gallatin, TN* | | | | | | | | |
| | Shoney's Inn | 6,384 | 58 | 17 | 41 | 1 | 0 | 0 | 0 |
| | **TOTAL** | **6,384** | **58** | **17** | **41** | **1** | **0** | **0** | **0** |
| 36 | **Nendels Corp.**<br>*Seattle* | | | | | | | | |
| | Nendels Inns | 5,632 | 70 | 0 | 70 | 0 | 0 | 0 | 0 |
| | **TOTAL** | **5,632** | **70** | **0** | **70** | **0** | **0** | **0** | **0** |
| 37 | **Guest Quarters Suite Hotels**<br>*Boston* | | | | | | | | |
| | Guest Quarters | 5,558 | 27 | 2 | 5 | 20 | 0 | 0 | 0 |
| | **TOTAL** | **5,558** | **27** | **2** | **5** | **20** | **0** | **0** | **0** |
| 38 | **Independent Motels of America, Inc.**<br>*Winner, SD* | | | | | | | | |
| | Independent Motels of America | 5,000 | 130 | 0 | 0 | 0 | 130 | 0 | 0 |
| | **TOTAL** | **5,000** | **130** | **0** | **0** | **0** | **130** | **0** | **0** |
| 39 | **Shilo Inns**<br>*Portland, OR* | | | | | | | | |
| | Shilo Inns | 4,852 | 47 | 47 | 0 | 0 | 0 | 0 | 0 |
| | **TOTAL** | **4,852** | **47** | **47** | **0** | **0** | **0** | **0** | **0** |
| 40 | **Drury Inns, Inc.**<br>*St. Ann, MO* | | | | | | | | |
| | Drury Inn | 4,822 | 40 | 40 | 0 | 0 | 0 | 0 | 0 |
| | **TOTAL** | **4,822** | **40** | **40** | **0** | **0** | **0** | **0** | **0** |
| 41 | **Aston Hotels & Resorts**<br>*Honolulu* | | | | | | | | |
| | Aston Condominiums | 2,718 | 17 | 0 | 0 | 17 | 0 | 0 | 0 |
| | Aston Hotels | 1,570 | 8 | 4 | 0 | 4 | 0 | 0 | 0 |
| | Aston Inns | 409 | 5 | 0 | 0 | 5 | 0 | 0 | 0 |
| | **TOTAL** | **4,697** | **30** | **4** | **0** | **26** | **0** | **0** | **0** |
| 42 | **Four Seasons Hotels & Resorts**<br>*Toronto* | | | | | | | | |
| | Four Seasons Hotels & Resorts | 4,179 | 13 | 0* | 0 | 13 | 0 | 1,553 | 5 |
| | **TOTAL** | **4,179** | **13** | **0** | **0** | **13** | **0** | **1,553** | **5** |
| 43 | **Chalet Susse International, Inc.**<br>*Wilton, NH* | | | | | | | | |
| | Susse Chalet | 3,784 | 36 | 26 | 8 | 2 | 0 | 0 | 0 |
| | **TOTAL** | **3,784** | **36** | **26** | **8** | **2** | **0** | **0** | **0** |
| 44 | **Signature Inns, Inc.**<br>*Indianapolis* | | | | | | | | |
| | Signature Inn | 3,780 | 31 | 8 | 0 | 23 | 0 | 0 | 0 |
| | **TOTAL** | **3,780** | **31** | **8** | **0** | **23** | **0** | **0** | **0** |
| 45 | **HLC Hotels Inc.**<br>*Savannah, GA* | | | | | | | | |
| | Masters Economy Inn | 3,545 | 28 | 24 | 4 | 1 | 0 | 0 | 0 |
| | **TOTAL** | **3,545** | **28** | **24** | **4** | **1** | **0** | **0** | **0** |
| 46 | **Lexington Management**<br>*Dallas* | | | | | | | | |
| | Lexington Hotel Suites & Inns | 2,722 | 19 | 5 | 14 | 5 | 0 | 0 | 0 |
| | **TOTAL** | **2,722** | **19** | **5** | **14** | **5** | **0** | **0** | **0** |

*Partial ownership in some properties

# TOP MANAGEMENT COMPANIES

★★★

| COMPANY NAME | ROOMS | PROPERTIES | BRANDS MANAGED |
|---|---|---|---|
| **RICHFIELD HOTEL MANAGEMENT**<br>Circle 311 | 20,430 | 126 | Best Western, Comfort Inn, Days Inn, Embassy Suites, Hampton Inn, Hilton, Holiday Inn, Radisson |
| **INTERSTATE HOTELS CORP.**<br>Circle 312 | 17,163 | 50 | Marriott, Sheraton, Hilton, Radisson, Embassy Suites and independents |
| **PRIME HOSPITALITY CORP.**<br>Circle 313 | 14,280 | 78 | Marriott, Sheraton, Holiday, Radisson, Ramada, Howard Johnson |
| **LARKEN, INC.**<br>Circle 314 | 14,250 | 75 | Holiday Inn, Hilton, Sheraton, Radisson, Doubletree, Ramada |
| **AMERICAN GENERAL HOSPITALITY, INC.**<br>Circle 315 | 13,124 | 66 | Holiday Inn/Crowne Plaza, Ramada, Best Western, Econo Lodge, Days, Radisson, Sheraton, Hampton Inn, independents |
| **WINEGARDNER & HAMMONS, INC.**<br>Circle 316 | 12,826 | 60 | Holiday, Radisson, Ramada, Homewood, Embassy, Quality Suites, Hampton, Residence Inn by Marriott, Comfort Suites |
| **THE CONTINENTAL COMPANIES**<br>Circle 317 | 12,000 | 50 | Embassy Suites, Golden Rainbow, Grand Bay, Hampton, Holiday, Omni, Radisson, Sheraton, Westin |
| **COLUMBIA SUSSEX CORP.**<br>Circle 318 | 11,746 | 51 | Radisson, Holiday, Days Inn, Best Western |
| **HOSTMARK MANAGEMENT GROUP**<br>Circle 319 | 11,383 | 61 | Embassy Suites, Radisson, Omni, Holiday, Ramada, Comfort Inn, Days Inn, Travelodge |
| **HOTEL INVESTORS CORP.**<br>Circle 320 | 9,410 | 38 | Best Western, Ramada, Holiday Inn, Marriott, Embassy Suites, Residence Inn, Hilton, Sheraton, Rodeway, Days Inn |
| **ECONOMY LODGING SYSTEMS, INC.**<br>Circle 321 | 8,000 | 67 | Knights Court, Knights Inn, Arborgate Inn |
| **OCEAN HOSPITALITIES, INC.**<br>Circle 322 | 7,400 | 44 | Courtyard, Fairfield Inn, Holiday, Hilton, Sheraton, Days Inn, Ramada, Econo Lodge, Howard Johnson |
| **SAGE DEVELOPMENT RESOURCES, INC.**<br>Circle 323 | 6,842 | 47 | Days Inn, Howard Johnson, Holiday, Radisson, Clarion, Shoney's, Hampton Inn |
| **MOTELS OF AMERICA, INC.**<br>Circle 324 | 6,716 | 87 | Super 8, Cricket Inn, Orchard Inn |
| **COMMONWEALTH HOSPITALITY, LTD.**<br>Circle 325 | 6,600 | 30 | Holiday Inn, Radisson Hotels |
| **SERVICO MANAGEMENT CORP.**<br>Circle 326 | 6,488 | 33 | Holiday Inn, Howard Johnson, Hilton, Ramada, Royce, Sheraton, Omni, Westin, Radisson |
| **WESTBROOKE HOSPITALITY CORP.**<br>Circle 327 | 6,145 | 38 | Holiday Inn, Days Inn, Doubletree, Residence Inn, Super 8, Comfort Inn |
| **CAPSTAR HOTELS**<br>Circle 328 | 5,832 | 36 | Best Western, Comfort, Quality, Hilton, Sheraton, Holiday, Ramada, Days, Clarion |
| **TISHMAN HOTEL CORP.**<br>Circle 329 | 5,650 | 7 | Hilton, Sheraton, Westin |

| COMPANY NAME | ROOMS | PROPERTIES | BRANDS MANAGED |
|---|---|---|---|
| **AMERIHOST PROPERTIES, INC.**<br>Circle 330 | 5,537 | 51 | Days Inn, Travelodge, Best Western, Comfort Inn, HoJo Inn, Knights Inn, Arborgate, Quality, Holiday Inn/Express, Hampton |
| **UNIVERSAL HOTELS**<br>Circle 331 | 4,978 | 21 | Days Inn, Hampton Inn, Hilton, Holiday Inn, Howard Johnson, Ramada, Sheraton |
| **DAVIDSON HOTEL CO.**<br>Circle 332 | 4,619 | 44 | Holiday Inn/Crowne Plaza/Express, Embassy Suites, Ramada, Homewood Suites, Days Inn |
| **VISTA HOST, INC.**<br>Circle 333 | 4,567 | 30 | Hampton, Holiday, Hilton, Comfort, Residence Inn by Marriott, Hilton Suites, Howard Johnson |
| **GUILD HOTEL MANAGEMENT CO.**<br>Circle 334 | 4,538 | 29 | Hilton, Radisson, Holiday, Ramada, Quality Inn, Rodeway Inn, Howard Johnson Lodge |
| **SUMMIT HOTEL MANAGEMENT CO., INC.**<br>Circle 335 | 4,475 | 26 | Holiday Inn, Days Inn, Hilton, Sheraton, Ramada, Best Western, Comfort Inn |
| **MARINER HOTEL CORP.**<br>Circle 336 | 4,407 | 16 | Marriott, Hilton, Hampton, Holiday, Days Inn, Embassy Suites, Best Western, Sheraton |
| **VICTOR MANAGEMENT CO.**<br>Circle 337 | 4,303 | 26 | Radisson, Holiday Inn, Ramada Inn, Quality, Comfort Inn, Rodeway Inn, Best Western, Hampton Inn, Days Inn |
| **HOSPITALITY MANAGEMENT CORP.**<br>Circle 338 | 4,263 | 19 | Ramada, Sheraton, Hilton, Choice, Radisson, Holiday Inn, Howard Johnson, Days Inn and independents |
| **WILSON HOTEL MANAGEMENT CO., INC.**<br>Circle 339 | 4,188 | 27 | Ramada, Wilson Inn, Wilson World, Holiday Inn, Holiday Inn Express |
| **THE HOTEL GROUP**<br>Circle 340 | 4,000 | 23 | Best Western, Embassy Suites, Ramada, Hampton Inn, Clarion, Quality Suites, Travelodge, Sheraton |
| **LODGING UNLIMITED, INC.**<br>Circle 341 | 3,840 | 22 | Radisson, Holiday, Ramada, Quality, Comfort, Days Inn, Save Inn |
| **METRO HOTELS, INC.**<br>Circle 342 | 3,825 | 18 | Sheraton, Hilton, Omni, Radisson, Hilton Suites, Holiday, Ramada, Hampton, Days, Travelodge, Comfort |
| **COOPER/CSS HOTEL GROUP**<br>Circle 343 | 3,803 | 18 | Holiday Inn, Hilton, Homewood Suites, Garden Plaza |
| **BROOKSHIRE HOTELS, INC.**<br>Circle 344 | 3,500 | 21 | Holiday Inn, Ramada, Hilton, Sheraton, Days Inn, Comfort, Best Western, Quality, independents |
| **SUNWAY HOTEL MANAGEMENT, INC.**<br>Circle 345 | 3,496 | 20 | Days Inn, Holiday Inn, Rodeway Inn, Howard Johnson, Best Western, Hilton, Travelodge |
| **LANDCOM HOSPITALITY MANAGEMENT, INC.**<br>Circle 346 | 3,467 | 18 | Sheraton, Holiday Inn, Ramada, Residence Inn by Marriott, Park Inn |
| **HORIZON HOTELS, LTD.**<br>Circle 347 | 3,396 | 11 | Holiday Inn, Ramada Inn, Howard Johnson, Sheraton Inn, Best Western |
| **SHOLODGE**<br>Circle 348 | 3,214 | 28 | Shoney's Inn, Amerisuites |
| **COAKLEY & WILLIAMS, INC.**<br>Circle 349 | 3,172 | 19 | Hilton, Holiday Inn, Days Inn, Ramada, Hampton Inn, Best Western, Howard Johnson, Econo Lodge, independents |
| **EQUITY HOTEL CORP.**<br>Circle 350 | 3,100 | 25 | Holiday Inn, Ramada, Hilton, Days Inn, Best Western, Howard Johnson, independents |
| **SUNBELT HOTELS, INC.**<br>Circle 351 | 3,060 | 13 | Hilton, Radisson, Holiday, Ramada, Quality Inn, Sheraton |
| **LANE HOTELS, INC.**<br>Circle 352 | 3,000 | 15 | Hilton, Radisson, Days Inn, Hampton Inn, Clarion, Holiday Inn, Comfort Inn |
| **INN DEVELOPMENT & MANAGEMENT, INC.**<br>Circle 353 | 2,918 | 15 | Hilton, Holiday Inn, Best Western, Days Inn |
| **AMPAK HOTEL GROUP**<br>Circle 354 | 2,620 | 18 | Sheraton, Ramada Inn/Limited, Howard Johnson, HoJo Inn, Days Inn, Comfort Inn, Knights Inn |
| **MARSHALL MANAGEMENT, INC.**<br>Circle 355 | 2,560 | 16 | Sheraton, Quality Inn, Holiday Inn, Comfort Inn, Econo Lodge |
| **RANK HOTELS NORTH AMERICA**<br>Circle 356 | 2,525 | 10 | Radisson, Choice, Embassy Suites, Holiday Inn, Preferred |
| **DESTINATION HOTELS & RESORTS, INC.**<br>Circle 357 | 2,500 | 19 | Radisson, Guest Quarters, Sheraton, Destination Resorts |
| **L.H.M.**<br>Circle 358 | 2,500 | 12 | Hilton, Sheraton, Holiday Inn, Ramada, Days Inn, Howard Johnson |
| **TRIGILD CORP.**<br>Circle 359 | 2,306 | 16 | Residence Inn by Marriott, Holiday Inn, Best Western, Ramada Inn, Rodeway |
| **PALM BEACH HOTEL GROUP**<br>Circle 360 | 2,288 | 13 | Holiday Inn, Ramada, Hampton, Sheraton, Howard Johnson, independents |
| **PRATT HOTEL CORP.**<br>Circle 361 | 2,102 | 5 | Sheraton, Ramada, Sands, Holiday Inn, Hampton Inn |
| **BECK GROUP MANAGEMENT CORP.**<br>Circle 362 | 2,095 | 17 | Knights Inn, Days, Ramada, Quality, Comfort, Envoy, Best Western, Hampton Inn, Holiday Inn |